

AMERICAN NURSERYMAN

The National Journal Of Commercial Horticulture
Chief Exponent Of The American Nursery Trade



Circulating Throughout the United States, Canada and Abroad, Featuring Commercial Horticulture in all its Phases of Nursery Stock, Orchard, Landscape Planting, Distribution. Published Monthly by the American Fruits Publishing Company, Inc.



Vol. XXX

ROCHESTER, N. Y., JULY, 1919

No. 1

PAINESVILLE NURSERIES



July 4th

OUR Service flag has been put away, for most of the lads are back again on the old job. Of its twenty-seven stars, two changed from the blue to gold. We are all mighty glad the war is over; and this year at least, will celebrate the 4th in the good old-fashioned way with lots of bang, fire and hilarity.

In the matter of buying Nursery Stock, however, it is better to be "safe and sane." Many a careless purchaser has burned his fingers; or got hit in the eye by "the stick."

We will now blow our own trumpet. We prefer to do it ourselves; for we need the exercise, and know best what we are blowing about.

That part of our 1200 acres devoted to growing Hardy Nursery Stock, is looking fine. We are going to have a splendid lot of first class stock to offer this fall.

The Rose fields are a mass of bloom, wood developing rapidly, and giving promise of exceptionally strong plants by digging time.

Good growing temperature and occasional rains are making first class trees in all lines of fruit.

So much for quality prospects. You all know that for various definite reasons, demand will generally exceed supply.

Our representatives had the pleasure of meeting personally a good many nurserymen in Chicago. We will be glad to meet your Want Lists also.



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NURSERYMEN FLORISTS SEEDSMEN

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1200 Acres

A Complete Variety List

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FOR

NURSERYMEN ORCHARDISTS
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We are subscribers to the Nurserymen's
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Our Usual General Assort-
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FALL 1919

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Peach
Cherry
Plum
Shrubs, Vines, Etc.

Headquarters for Norway Maple and
American Elm

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men who pass through New Jersey over the Lincoln High-
way can see our nurseries just outside of Princeton. Stop in
and see us.

Just cut out this advertisement and keep it handy when
you take that trip this summer. It will be a good investment
for you to see "Princeton Products" where they are made.

Princeton Nurseries

Princeton, New Jersey

July first—Nineteen nineteen

AMERICAN NURSERYMAN--July, 1919

EDITORIAL DEPARTMENT—Communications on any subject connected with Commercial Horticulture, Nurseries or Arboriculture are cordially invited by the Editor; also articles on these subjects and papers prepared for conventions of Nursery or Horticultural associations. We also shall be pleased to reproduce photographs relating to these topics, Orchard Scenes, Cold Storage Houses, Office Buildings, Fields of Stock, Specimen Trees and Plants, Portraits of Individuals, etc. All photographs will be returned promptly.

ADVERTISING—Advertising forms close on the 27th of each month. If proofs are wanted, copy should be on hand one week earlier. Advertising rate is \$2.10 per column-width inch.

"AMERICAN NURSERYMAN" is distinctive in that it reaches an exceptional list and covers the field of the business man engaged in Commercial Horticulture—the earl operator. Here is concentrated class circulation of high character—the Trade Journal of Commercial Horticulture, quality rather than quantity.

"AMERICAN NURSERYMAN" will not accept advertisements that do not represent reliable concerns.

SUBSCRIPTIONS—"AMERICAN NURSERYMAN" will be sent to any address in the United States for \$1.50 a year; to Canada or abroad for \$2.00 a year. Add ten cents unless bank draft, postal or express money order is used. Three years, \$3.50 in U. S.

RALPH T. OLCOTT
Editor Manager

AMERICAN FRUITS PUBLISHING COMPANY, INC.

39 State Street,
Rochester, N. Y.

WHAT THIS MAGAZINE STANDS FOR—Clean chronicling of commercial news of the Planting Field and Nursery. An honest, fearless policy in harmony with the growing ethics of modern business methods.

Co-operation rather than competition and the encouragement of all that makes for the welfare of the trade and of each of its units.

Wholesome, clean-cut, ring true independence.

INDEPENDENT AND FEARLESS—"AMERICAN NURSERYMAN" is not the official journal of any organization. It therefore makes no distinction in favor of any. It is untrammeled in its absolutely independent position and is the only Nursery Trade publication which is not owned by nurserymen.

This Magazine has no connection whatever with a particular enterprise. Absolutely unbiased and independent in all its dealings.

Though it happens that its place of publication is in the eastern section of the country, it is thoroughly National in its character and International in its circulation.

Its news and advertising columns bristle with announcements from every news corner of the Continent.

It represents the results of American industry in one of the greatest callings—Commercial Horticulture in all its phases of Nursery Stock, Orchard and Landscape Planting and Distribution.

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PREFERRED
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STOCK

Because

this is the age of specialists in various lines is reason enough to make us believe in specializing in the kinds of nursery stock we can grow best. But we have found that it pays too—so that is another reason.

If you had a tooth ache, you wouldn't go to a blacksmith, would you? No, indeed, you would see the best trained dentist you know.

It's the same idea.

Here are some things you will be interested in this season

Roses	Clematis
Tree Lilacs	Tree Hydrangeas
Ampelopsis Vetchii	Dutch Pipe
Peonies	Phlox
Flowering Shrubs	

Write us about ANYTHING you need. Probably we can supply it. If not, we can get it for you.

Jackson & Perkins Company,

NEWARK, NEW YORK

(Note: Please use printed stationery or enclose business card. We sell to the trade only.)

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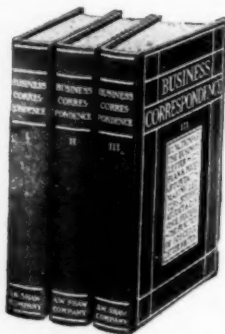
by having them profusely illustrated and well printed. Use the colors of nature on the covers. To accomplish this, place your printing order in the hands of nursery catalog and color printing specialists who will plan your catalog, furnish all the illustrations and color plates, and charge but a fair price for the printing. Now is the time to place your order, as our capacity has its limits. Write right now. Estimates and dummies furnished without any obligation incurred.

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Western New York Pubg. Co., P. O. Box 124, Rochester, N. Y. Send on the three volume Business Correspondence Library. I enclose \$5.30 to cover the cost of the book, also all packing and mailing charges.

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Street and No.
City and State

Completely Covering The Nursery Trade

A Real Trade Journal Read From Coast
To Coast and Highly Indorsed by
Leaders Everywhere Is

The American Nurseryman
Rochester, N. Y.

BUSINESS announcements in this Chief Exponent of the American Nursery Trade reach every nurseryman cultivating ten acres or more in every State in the Union. The only publication of the kind. Loyal to the best interests of the trade and leader in movements which have characterized trade progress for a quarter of a century! Absolutely independent.

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American Nurseryman

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Vol. XXX

ROCHESTER N. Y., JULY, 1919

No. 1

ANNUAL CONVENTION OF THE AMERICAN ASSOCIATION

Three-hundred Fifty-five Members---\$6,600 in the Treasury, With All Bills Paid---Market Development Campaign Taken Over By the National Organization---\$35,000 in Subscriptions To Come---Annual Revenue About As Much---Combined Flat Rate and Assessment Membership Dues---Additional M. D. Subscriptions Expected From Members Not Now Subscribers---General Manager Proposed, With Traffic Manager, Publicity Manager and Pay-As-You-Go Plan for Legal Services---Definite Policy Adopted on Trade Prices, with Penalty---J. Edward Moon President---Forty-fifth Convention in Chicago in 1920.

THE usual representative attendance of members of the American Association of Nurserymen greeted President J. R. Mayhew when he called to order the opening session of the 44th annual meeting at the Hotel Sherman, in Chicago, June 25th. An invocation, an address of welcome and a response preceded the taking up of business matters and the reading by the president of his annual address. Discussion of the Market Development plan began earlier in the convention than was planned, by reason of important developments in the preliminary meeting of the subscribers on the day before the convention opened. At that meeting it was proposed that the Association be asked to take over, finance and proceed to operate the whole plan as an Association matter. This proposition met the instant approval of the subscribers to the fund. Committees from the subscribers' organization and from the national association later agreed upon this plan which was presented to the Association.

It was not until the afternoon of the first day of the convention that the matter, after much discussion, came to a vote. At first the limit in the amount to be paid by a nursery concern in any one year was placed at \$500. Several nurserymen expressed the opinion that the limit should be raised to \$1,000; others favored no limit. John Watson said he did not feel satisfied that the representatives of the larger concerns present were heartily in favor of the plan. He asked for an expression by them. He said the success of the movement depended upon hearty and united co-operation. In answer to a question by William Pitkin as to when the schedule of dues under discussion would go into effect, it was explained that they would go into effect on June 1 1920; that of the \$20,000 subscribed about one quarter had been collected and spent leaving \$15,000 to come on the first year and \$20,000 on the second year which would end next June. This gives a total of \$35,000 before the American Association will take over the management. It is estimated that a similar total will result from the arrangement to make the dues in the Association \$10 and one-fourth of one per cent of the gross annual business of a member.

The report of the joint committee and the amendment to the constitution were adopted. There are 176 members of the original Market Development organization. It is expected that those of the 336 members of the American Association who have not subscribed to the Market Development fund

will want to bear their share, now that the matter has been merged in Association affairs. Only the 1919 and 1920 subscriptions by the original subscribers to the fund will be paid under the new plan. After June 1, 1920, all will pay toward the fund by paying their flat rate and assessment dues.

President Mayhew congratulated the Association upon its splendid work in the Market Development matter. He regarded it as the culmination of a series of efforts to put Nursery Trade matters on a sound basis.

J. W. Hill also congratulated the Association upon the result. He added that the organization should give especial heed to the selection of the officers who are to administer the affairs, and urged due regard in the selection of vice-presidents who make the nominations.

The report of the counsel, touching upon matters of minor moment, was received and referred to the executive committee.

Secretary Sizemore reported that of 142 claims on express and freight charges amounting to upwards of \$7,500, 75 per cent had been returned, a total of \$1,130 to the Association and \$5,654.31 to the claimants. A year ago there was a balance in the treasury of \$4360.62. Dues to the amount of \$9,875 had been collected; the badge book returns amounted to \$574.75; traffic claims, \$1133.90, sundries \$463.07, making a total of \$17451.23. Expenditures left a balance on hand of \$6618.07 after all salaries and expenses are paid. During the previous year there had been a net loss on dues of 15½ per cent; last year the net loss was 13½ per cent.

The Association unanimously passed a resolution favoring the return of the railroads to the private owners.

Chairman M. R. Cashman, of the committee on directory explained the difficulty in issuing a satisfactory list of nurserymen and suggested that inasmuch as the second directory put out by the committee represented its best efforts, the stamp of the Association should be put upon it.

Ralph T. Olcott, reporting for the committee on press and publicity, said the committee's work had been taken over by the Market Development organization so far as general publicity was concerned. He urged the members to consider themselves a committee of the whole under the new plan, to aid the officers in every way in securing publicity for nursery interests through various channels. New York and Chicago are the hardest cities in the country in which to get any attention

on the part of the local press for convention matters. Ordinary methods are practically of no avail. It was learned late in the convention period that attention on the part of the newspapers could only be hoped for through co-operation with the local convention bureau, a representative of which had promised his aid another year.

John S. Kerr reporting for the committee on arbitration, said that only one case had come before it during the year.

Treasurer J. W. Hill's report was received and referred to an auditing committee.

Robert Pyle read a communication from Mr. Estabrooke, the head of the U. S. Bureau of Crop Estimates, offering to include an item in behalf of the Nursery Trade in the work of developing the statistical side of horticulture. He said that if the plan should appeal to the nurserymen, he would take it up with the secretary of agriculture and with congressmen.

George A. Marshall, referring to the recent regulation against the use of nails for pinning burlap around the bundles, said he hoped revision thereof might be secured as the proper use of special five-penny, needle-point nails with the points turned under the burlap would not injure the hands of express company employees. The use of nails was a great saving in time and expense, he said. He has used them for ten years in baling.

The address by E. G. Hill, Richmond, Ind., on roses was regarded as one of the most valuable features of the convention. "You have listened," said J. Horace McFarland, "to the experience of fifty years in rose growing. Mr. Hill has been doing something of the sort of work Dr. Van Fleet is doing. There is a movement now toward the breeding of roses as shrubs for all the year around effects like spirea and hydrangea. Captain George E. Thomas in his wonderful garden near Philadelphia is working toward the development of a hardy rose bush, not a hybrid tea. Mr. Hill has not said to you that the country is rose hungry, as it is also rose shy, for the average annual importations of 2,000,000 rose plants has been cut off. Now, if the nurserymen do not want to grow roses the American Rose Society will try to find florists who do want to grow them. All over the country test gardens for roses are being established. A father who wanted to celebrate fittingly the safe return of his son from the battle fields of France, did so by giving \$1,000 to the test rose garden in St. Catharines, Ontario, Canada. What more fitting testimonial could he

have chosen? Regarding the work of the American Rose Society, Mr. Robert Pyle, its president, and one of your own number, can speak better than I can."

Mr. Pyle: "The American Rose Society, it seems to me, should be of great value to nurserymen in keeping them in close touch with the development of the rose. The 1919 American Rose Annual is a 182-page digest of the latest and best information in rose progress both in the United States and abroad. It seems to me there is no opportunity to make more money than to get into the land the varieties of roses for which the people of this country are going to pay more than they have been paying you for the ordinary varieties you have been growing. The present membership of the Society is 1500. The prospect is for 10,000 members and one of the biggest boosters should be the A. A. N."

President Mayhew: "I hope every member of this Association will consider favorably what has just been said."

Numerous additions to the membership of the American Rose Society followed.

Paul C. Stark presented the report of the vigilance committee, showing that much thought had been given to the subject. He suggested that under the enlarged functions of the Associations executive office the work devolving upon the committee could be handled more effectively and asked that the work be so transferred.

E. M. Sherman said that throughout the convention there had been little heard from leading men in the trade. He asked for an expression as to the outlook for business. President Mayhew called upon J. M. Pitkin to respond to this inquiry.

Mr. Pitkin: "I'm for it. I did not hear a word you said, Mr. President; but I am for it."

Upon being enlightened as to the subject in hand, Mr. Pitkin said: "I am asked to look ahead ten or fifteen years and tell you what is in prospect. I think I'd rather do that than to look back that long. I hope some of the reforms which have been advocated for the benefit of the industry will get into workable shape. I believe better co-operation is needed, and will result, between the several branches of the trade. Let us remember that all hands, the grower, the wholesaler, the catalogue man and the agency man, have got to look to the consumer for a living."

C. H. Perkins said: "The point that the consumer's money must ultimately be attracted is a good one. This convention has done constructive work along that line. All seem to be finding a basis upon which we can work together. This will tend to a more healthy condition in the business and more profit for all of us."

C. W. Carman: "The Kansas boys permit me to attend these conventions on the understanding that I will not butt in and create a disturbance; therefore, you have not heard from me while here. To me the outlook is the brightest it has ever been."

Election of Officers

Secretary E. H. Smith for the Association state vice-presidents presented this list of names for officers for 1919-1920:

President—J. Edward Moon, Morrisville, Pa.

Vice-Prest.—Lloyd C. Stark, Louisiana, Mo.

Treasurer—J. W. Hill, Des Moines, Ia.

Members of Executive Committee—J. B. Pilkington, E. S. Welch.

The state vice-presidents recommended that Chicago be the meeting place for the 45th annual convention in 1920. J. W. Hill

was chairman of the vice-presidents' association.

E. M. Sherman moved the adoption of the report and asked that the secretary cast one ballot for those cities. A broad side of invitations was presented and read by President Mayhew. E. P. Bernardin spoke in favor of St. Louis. M. R. Cashman asked if the Association had not voted to meet for a series of years in Chicago. President Mayhew said it had not.

F. A. Weber asked a separation of the question, as to the officers and place of meeting. Adopted. Mr. Weber then made a plea for St. Louis as the meeting place in 1920. Representatives of the convention bureaus of St. Louis and Chicago made pleas for those cities. A broad side of invitations was presented and read by President Mayhew. E. P. Bernardin spoke in favor of St. Louis. M. R. Cashman asked if the Association had not voted to meet for a series of years in Chicago. President Mayhew said it had not.

It was necessary to resort to a ballot on place of meeting. This resulted in a vote of 53 for Chicago and 25 for St. Louis. The selection of Chicago was formally announced.

In respect to the memory of sons of members who lost their lives in the recent war, the convention arose and stood with bowed heads. Resolutions were passed on the death of Rev. Mr. Harrison, York, Neb.; Theo. Ilgenfritz, Monroe, Mich.; A. K. Clingman, Keithville, La.; and M. J. Wragg, Des Moines, Iowa. At the suggestion of Mr. Pyle a telegram to the relatives of Mr. Ilgenfritz who had just died, was supplemented by a telegraphic order for flowers. Mr. Pyle also suggested that a tree be planted in memory of Mr. Harrison whose service to the cause of Horticulture was signal. The executive committee was directed to attend to the matter. The secretary was directed to send a suitable resolution on the work of relatives of the members in the war and assemble the names of members and firms having had sons in the war. Mr. Penny suggested that the secretary make it a point to send flowers in the name of the Association on the occasion of the death of a member of the Association. The suggestion was favorably received.

As the time approached when President Mayhew was to turn over the gavel to his successor he said: "Gentlemen of the Association, these have been the greatest days in the history of our organization. Yesterday you laid plans which I believe will ultimately be worth much to the nurserymen of America. I have never seen a happier hour in my life. It is the culmination of my planes. You have been a great inspiration in the work I have tried to do. Mr. Welch, will you escort the new vice-president to the platform?"

As Major Lloyd C. Stark stepped to the front he was given an ovation by the members. He said:

"It is two years since I had the pleasure of looking into your faces. I have been as busy as I could in other duties which I deemed of prime necessity. This Association has been doing an aggressive work such as we could not have hoped for ten years ago. This year it has done more constructive work than ever. It has placed the industry on a rock-bound basis. Now, are we ready to tell the public what we can do for it. I feel deeply honored by your selection and I'll give all my energy in assisting the officers and the executive committee."

President J. Edward Moon was escorted to the platform by Robert Pyle at the request of Mr. Mayhew who said: "Mr. Moon has always been progressive; I leave with him your co-operation and plead for it the same loyalty you have given me. Mr. President, I wish you the very best prosperity."

President Moon: "In accepting the gavel of responsibility I have no feeling of levity nor have I the composure to make a good speech. Of course I am happy in the honor and hope I can serve you well. I have no preconceived ideas, but stand here as your servant. Of course I shall make mistakes; I ask your advice and counsel. Officers of the Association do not hear from the members sufficiently during the year. I request urgently that as matters to come to mind you will write your officers about them. In taking the gavel from Mr. Mayhew I feel a particular degree of responsibility, because he has served you so well. My position is doubly hard. He has my profoundest respect and cordial fellowship. I am glad to know of the election of Mr. Welch and Mr. Pilkington to the executive committee. They have worked together in unity, as have all the members of the committee. But instead of talking about the job I had better get down to it. I believe the representative of the Chicago Bureau of Conventions is here and will address you."

The committee on exhibits, Messrs. Kerr, Pyle and Nelson reported: Box Barberry appears to be a meritorious novelty; also Ibolium privet which is quite an acquisition for northern sections; both these exhibits are by the Elm City Nursery Co., New Haven, Conn. Also we find *Cotoneaster acutifolia*, exhibited by Aurora Nurseries, Aurora, Ill., to be worthy of special attention. The Association by formal vote placed its stamp of approval upon the three plants named.

Frank A. Weber reported for the hail insurance committee that it was not practicable to procure insurance on nursery stock against damage by hail. His request that the committee be discharged was observed.

Chairman Kerr of the committee on resolutions offered the following:

"Whereas, The A. A. N. by taking over the subject of Market Development has assumed the policies and finances; and as all members share equally in results and as the present subscribers made possible the beginning of the movement, and as only about one-third of the membership of the A. A. N. are bearing the burden of financing to June 1920 and as the other two-thirds desire to contribute; therefore be it

"Resolved, That it is the privilege and duty of all who have not subscribed to at once show their good faith by liberally subscribing for one year; and that the executive committee take steps to aid this result." Adopted.

Other resolutions indorsed the work of the American Forestry Association in behalf of memorial tree planting; condemned the practice of the Federal government and of state governments in distributing nursery stock for private or semi-private planting without cost or only a nominal cost, a copy of the resolution to be sent to the Federal and state authorities.

To the executive committee, with power to act was referred the important suggestion that the practicability of instituting educational courses for a nursery degree in appropriate colleges at various points in the country, to the end that young men may be trained scientifically for the profession of nurseryman.

The convention adjourned after listening with particular interest to some observations in general and in particular by Mr. Kerr to which we shall refer at another time and when there is space.

The adjournment was in connection with the singing, by the standing members, of "America."

Legislation

FEDERAL CO-OPERATION

At the invitation of President Mayhew, Dr. C. L. Marlatt, chairman of the Federal Horticultural Board, addressed the American Association of Nurserymen in Chicago. It was the only time at which Quarantine No. 37 was formally referred to in the convention proceedings, except in the president's address.

"There are quarantines to protect the cotton, corn, potato, sugar cane, fruit and other crops, a total of 14 foreign quarantines, of which only one has a bearing on nursery stock," said Dr. Marlatt. "We have found the nurserymen ready to meet us more than half way. For instance, in regard to shipping the common barberry they voluntarily refrained even before there was a quarantine on the subject. We do not feel antagonistic to nurserymen. No arguments made in the course of the recent discussion of No. 37 will in any way affect relations with the Federal authorities. The opposition by some of the nurserymen is rapidly coming to an end and I believe that while it may last longer with the florists, they will see it in a different light soon.

"It seems to be feared that this Federal quarantine is only a preliminary step and that it is the intention to take up state quarantines which would put nurserymen out of business. While it would undoubtedly be of advantage to nurserymen to have a uniform shipping law, the difficulty is the enormous expense it would necessitate, from one and one-half to two million dollars to take over and operate what the states are now doing. I do not think Congress will consider such an expenditure. Certainly there need be no fear that the interstate shipments of ordinary nursery stock will be interfered with.

"It seems to me the important thing for nurserymen to realize is that the Department of Agriculture is back of this matter. All should work together for a higher standard of horticulture. The Department of Agriculture is ready to undertake experimental work in methods of production and to aid nurserymen in the matter. Undoubtedly appropriations will be made by Congress to further that work. The Federal Horticultural Board does not rely upon its own information. We have experts and the board is really the mouthpiece of the Department of Agriculture. The idea that it is a five-man power or a one-man power is wrong.

"We have established the quarantine. It is going to stay; rest assured of that and plan confidently accordingly. If you nurserymen go into the production of stock in this country, we are going to stand by you and help you and keep it safe for you to do so. The quarantine is not a tariff measure. But we propose to see that it is enforced. We ask your co-operation. We cannot give absolute protection. Even a stone wall

built all around the United States would not insure that, for pests could come in by aeroplane. But we will give the greatest measure of protection that is possible against foreign insects and diseases."

Dr. Marlatt's remarks were received with earnest attention and at his conclusion there was a round of applause.

WESTERN QUARANTINE LEAGUE

The recent convention of the California Association of Nurserymen, the Pacific Slope Branch of the American Association of Entomologists conference, and the Fruit Growers' and Farmers' convention, at Riverside, Cal., were unanimously conceded to be the most important as well as the largest of their kind ever held. The \$300,000,000 fruit and vegetable industry of California divided interest with allied industries in a dozen or more Western states, Honolulu, Mexico and British Columbia, the principal interest centering in standardization of fruits, vegetables and plants, increased output, quarantine measures, and a higher development of the industry for the entire West.

Perhaps the most outstanding feature of the week was the formation of the Western League of Plant Quarantine, a measure which is expected to eliminate pests from Western states. It marks a new step in the protection of all vegetable life.

A FINE FOR MISLABELING

A bill has been introduced in the House of Representatives at Washington, D. C., by Representative Cramton, of Michigan, making it a misdemeanor punishable by fine or imprisonment, or both.

"For any person to ship or deliver for shipment from any state or territory or the District of Columbia, to any other state, or territory or the District of Columbia or to receive in any state or territory or the District of Columbia from any other state or territory or the District of Columbia, and having so received, to deliver in original or unbroken package, for pay or otherwise, or offer to deliver to any person, any nursery stock which does not bear on each tree, shrub or plant or on the original unbroken package thereof, a label stating the true, accepted and correct name of the variety of such nursery stock, the name of the person who grew the same, and the place where it was grown. The accepted name of a variety shall be the name accepted by the recognized authority for each class of nursery stock in question, such as, in the case of fruit trees, the American Pomological Society. 'Nursery stock,' for the purpose of this act, shall include all field and greenhouse grown plants, such as fruit trees, fruit tree stock, trees, shrubs, vines, cuttings, grafts, scions, buds, and all other plants or parts of plants or propagation.

"Sec. 2. No person shall so ship or deliver for shipment or shall receive and deliver or offer to deliver to another, any nursery stock that is not true to name or that is wrongly or improperly labeled in a manner that will tend to mislead or deceive.

"Sec. 3. That any person who shall violate any of the provisions of this act or who shall forge, counterfeit, alter, deface, or destroy any label, certificate or invoice provided for in this act or in the regulations of the secretary of agriculture, made and promulgated under the authority of this act, shall be deemed guilty of a misdemeanor and upon conviction shall be punished by a fine not exceeding \$200, or by imprisonment not exceeding six months, or by both fine and imprisonment in the discretion of the court. Upon conviction of any person of violation of any of the provisions of this act, the secretary of agriculture shall punish the name of such person.

"Sec. 4. That it shall be the duty of each district attorney to who the secretary of ag-

riculture shall report any violation of this act, or to whom any director of experiment station or any official of any state or any other person shall present satisfactory evidence of any such violation, to cause appropriate proceedings to be commenced and prosecuted in the proper courts of the United States without delay for the enforcement of the penalties herein provided for."

Bill For Federal Aid

Following is a copy of the bill which Representative Norman J. Gould, of New York state, introduced in the House of Representatives on June 23rd and which was referred to the committee on agriculture:

A BILL

Providing for the experimenting of nursery stock.

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, That the Secretary of Agriculture be, and is hereby, authorized to assemble, grow, and test plant material deemed desirable or suitable for use in propagating fruit, nut, and ornamental trees and other plants, for the purpose of determining stocks better adapted to the climatic soil and other conditions under which fruit, nut, and ornamental plants are grown.

To establish and maintain mother orchards or plantations for the purpose of providing domestic sources of seeds, cuttings, or other propagating material in order that the future of the American fruit, nut, and ornamental plant interests may be insured and placed under domestic control, dependence for such stocks now being largely on foreign sources.

To investigate methods of growing stocks, study methods of propagation and to encourage the propagation of fruit, nut, and ornamental trees and other plants in this country.

Sec 2. That there be, and is hereby, appropriated out of any moneys in the Treasury not otherwise appropriated, the sum of \$30,000 for the purpose of carrying into effect the objects of this Act, including the rental of lands, the purchase of equipment and supplies, the payment of rent, and the employment of such person or persons and means in the District of Columbia and elsewhere as the Secretary of Agriculture may deem necessary.

Raises World Record Horses Too—With the opening of the big league of light harness racing at Cleveland, O., July 7th, among others will appear two real trotters and a pacer, owned by W. S. Harlan, of Lockhart, Ala. Mr. Harlan is president of the Harlan Farms Nursery, as well as being heavily interested in lumbering and general farming in his section.

Last season Mr. Harlan made his debut in the Grand Circuit with a couple of 3-year-olds, one Easton an unknown and unsung green trotter, and one Edna Early, an equally and likewise unknown pacing filly. When the smoke of battle had cleared away all down the line by October, Edna Early had established a mark of 2:07, not to mention the winning of several races, and Easton stood the world's champion trotting gelding of his age, having won first money in a string of races the latter part of the season, including the great Kentucky Stake, and having stood all his class in the shade.

This year Mr. Harlan has added another horse to his string that are preparing for the G. C.

The activities attached to racing horses are not altogether compatible with the growing of nursery stock, but the nursery business is only one of Mr. Harlan's interests, each having a manager at its head, independent of the others. The sport of horse racing is one that appeals to all, and it will no doubt be interesting to the readers of the *American Nurseryman* that the ownership of such high class racing stock is associated with the raising of high grade nursery stock.

PRESIDENT MAYHEW'S VALEDICTORY

Gentlemen of American Association of Nurserymen:

I am reminded of a statement made to me some years ago by a friend who had been invited to deliver an address on a very important occasion, to this effect, "I would give almost anything to be able to say what is in my heart today and to say it in a way that every man and woman in my audience would understand." I am sure that every public speaker feels something of this every time he speaks, but there are times which call for the supreme effort of one's life because that particular opportunity will not come in just such fashion again. I wish, therefore, my friends, that I might today speak concerning the things which are of mutual interest to us and with the mind, heart, and tongue of a prophet, for I am persuaded that if we fail to avail ourselves of the opportunity which this hour brings to reconstruct our business along lines of service to ourselves and to the public not heretofore approached; if we fail to take cognizance of the fact that this is a great hour in the progress of the world and that the industry here represented has a real part in this hour of reconstruction; we will miss the greatest opportunity which ever came to us and one which will not come again.

He who receives at the hands of his fellows such signal honors as I have received from you, receives as well serious obligations, and I have been decidedly more concerned about the latter than the former, and because this is true, I ponder well the things which I would say on this occasion. Under our constitution, the presidency of this Association, aside from the great honor, makes the incumbent chief executive of the most important horticultural body in the world, and representative of a great industry in which is invested millions of dollars. Through the exercise of his office, he comes to feel a "fatherly interest" in every nurseryman of America, because he has in a peculiar manner come into possession of facts concerning our problems hitherto unknown, because he has assiduously studied these problems from a different angle to that formerly, and from the vantage ground of the mountain tops of a new experience. Through this experience he comes to desire in a very peculiar and unselfish way the success of every member of this Association and to plan to that end. If, therefore, following in the well-beaten path of my predecessors, I bring to you recommendations which are general, definite, and profuse, will you not judge all in a spirit of tolerance and in the knowledge that in such recommendations I am striving to serve your best interests. Might I say right here that in view of the fact this address was prepared before coming to the convention, very naturally due recognition of recommendations of the Executive Committee are omitted, and such recommendations may or may not be in accord with my address. For practically two years, one as acting president and one as president in fact, I have served you as efficiently as circumstances, coupled with my limited ability, would permit, but I could have done some things for you which I have not done had you not withheld, for a time at least, the plans I presented to you a year ago for an organization competent to accomplish the task of caring for your interests. In the knowledge gained through these years of study of your problems, I am confident that your best interests will be served by the adoption of an order directing your Executive

Committee to provide such organization as will do for you everything that such an organization can do.

A year ago in the adoption of amendment to constitution you made ample provision for financing a competent business organization, and this will be evidenced by reports which your Secretary and Treasurer will make. It is gratifying indeed to note that whereas a year ago your treasury was in a depleted condition, the cash balance in bank today is adequate to meet the demands which may be made on the treasury for another year. Word has come to me from a few members with suggestions that we return to the old plan of \$5.00 per year membership fee, that we are going at too rapid a gait for staid old nurserymen, but such a thing is, to my mind, unthinkable. Having put our hand to the plow we are not going to look back, we are going forward, and we are going to make the nursery business of America more profitable and more serviceable than has been true of the past. It can be done and I believe it will be done. I therefore urge that at this convention you direct the Executive Committee to expend the funds of your treasury in providing a thorough business organization. Return to the old regime! Not in a thousand years. We had "the flesh pots back there in Egypt," were we satisfied? At Detroit in 1915 the nurserymen burned their bridges behind them and launched out upon a comprehensive business program, and every day since has been one of progress. In the light of what has been accomplished during these four years, who will say that the reorganization in 1915 was unwise? The season just ended has been the most profitable in many years and the future is bright with promise, then why should we not go forward?

Our memory is treacherous. If the conditions of the present had obtained in 1915, there would have been no occasion for a reorganization, but history will repeat itself and conditions like those of 1915 will return, like Banquo's ghost, to haunt us. Our success of the present, if not safe-guarded creates a menace supreme. Good nursery stock for the fall of 1919 and spring of 1920 will sell at prices heretofore unknown. In fact it is no longer a matter of making prices, but rather a matter of procuring stock at any price. This leads me to say that the solemn duty of every member today is to co-operate with every other member in an endeavor to make the limited supply serve the unprecedented demand. Turn your surplus to the man who needs it, and in the transaction remember that the retail nurseryman has been in the past and will be in the future your best customer. This condition of shortage will most probably obtain for two or three years, then look out. Stimulated by high prices, enormous plantings will be made, and about the year 1922-23 the bottom will drop out unless the whole matter can be safe-guarded. You who believe "this thing will take care of itself", mark my words. In about the year 1923 you will be crying for somebody to help you turn loose that bear of overproduction, unless, as I have already intimated, we are able to work out some plan which will obviate, in a measure at least, this matter of overproduction. I believe, furthermore, that this is the psychological hour to accomplish something definite in standardizing prices. Stock is worth today what it should have been selling for all these years, and represents at present prices better values than

is true of any other commodity on the market. If you do not believe this is a fact, make a table of comparisons between nursery stock and almost any other product you can imagine, and you will be convinced that the statement just made is true. With a competent organization to direct in an educational way both production and distribution, we should make secure for the future the success of the present. Because the details of the management of the Association's affairs are very wisely committed to the Executive Committee, I will not elaborate the suggestion I again make for a more effective organization, but, having served as a member of this Committee since our organization in 1915, I know the Committee will welcome an expression of your wishes here as well as elsewhere. Direct the Committee to go forward and they will build an organization capable of rendering you the most efficient service.

Secretary's Office

A year ago your Executive Committee engaged the services of Mr. Chas. Sizemore as Secretary-Traffic Manager at a salary of \$1,500.00 per annum. One of the duties of his office has been that of auditing freight and express bills of the members, and in the discussion of the possibilities of this feature of his work with the Committee, I stated that if the membership would co-operate with this new office by filing with Mr. Sizemore their old freight and express bills, under the proposed plan of 15% of the claims collected to go into our treasury, 10% to the Secretary, and 75% to the member owing the claim, the amount designated as the treasury's funds would largely pay the Secretary's salary. How well my prediction has been verified is best told by the figures taken from the Secretary's books on June 1st:

Total claims collected.....	\$7539.08
Serving a total of 29 firms and distributed as follow s:	
Funds returned to the members....	\$5,654.31
Funds returned to the treasury....	1,130.90
Chas. Sizemore's commissions.....	753.87

In other words, on June 1st, the salary for the year paid to the Secretary had been returned to the treasury with the exception of \$300.10, and only twenty-nine firms out of a total of four hundred had made use of this service. It can readily be imagined what the possibilities of this office would be if the entire membership would use the services offered, which, by the way, are cheaper by 10% than the same service offered by auditing firms generally. I think, gentlemen, I could not bring you better evidence of the possibilities of organization than is shown by this report. The very fact that has been demonstrated in digging good money out of old freight bills is true all along the line if we would go after it. I want to take this opportunity to say that Mr. Sizemore has served this Association with all the ability and loyalty he possesses, and you will be pleased, I am sure, with the report he brings you. Furthermore, I want to express my appreciation of the able assistance he has rendered my office during the year just closing.

Membership

Fear was expressed quite generally a year ago that many of the larger firms would forfeit their membership rather than pay the advanced dues, and it is gratifying to be able to report that not only has this not been true, but a larger percent of the members have paid their dues under the present schedule than on corresponding date of recent years. The last information coming to my office on June 16th, was that only fifty-nine members had failed to report,



Hill's Choice Evergreens Etc.

FALL 1919—SPRING 1920

A GOOD ASSORTMENT OF VARIETIES IN YOUNG STOCK

We are now booking orders for the following stock in approximate sizes for shipment Fall 1919—Spring 1920. Prices sent on application. Make your reservation early. Hill's over 64 years in business is your guarantee of complete satisfaction and a square deal.

Visit our Nursery and get acquainted with American growers and American Grown Stock. Hill's Nursery is only 36 miles from Chicago, via Electric or C. & N. W.

Since the days when I used to dig and pack every order myself, my business has grown, but my policy remains the same - "Give every customer complete satisfaction."

EVERGREEN SEEDLINGS AND ROOTED CUTTINGS

Variety.	Size Inch.
Abies Douglassii	2-5
"	4-6
"	6-10
Juniper Canadensis	4-6
"	6-10
Juniper Communis	6-10
Juniper Communis Hibernica	2-5
Juniper Communis Suecica	2-5
Juniper Sabina	4-6
Juniper Virginiana	4-6
"	6-8
"	8-10
Larix Europea	10-12
"	6-8
"	8-10
"	10-12
Picea Alba	4-6
"	6-10
Picea Excelsa	2-5
"	4-6
"	6-10
Picea Pungens	3-5
"	4-6
"	4-6
Pinus Austriaca	4-6
Pinus Banksiana	4-6
"	6-10
"	10-12
Pinus Montana Uncinata	2-5
"	3-6
Pinus Ponderosa	2-5
"	4-8
Pinus Rigida	2-4
"	4-8
Pinus Strobus	2-5
"	4-6
Pinus Sylvestris	4-6
"	6-8
Thuya Occidentalis	4-6
Thuya Orientalis	6-10
"	10-12

DECIDUOUS TREE SEEDLINGS AND CUTTINGS

Variety.	Size Inch.
Acer Saccharum	6-12
"	12-18
Acer Spicatum	12-18
Aesculus Hippocastanum	12-18
Betula Alba	12-18
"	18-24
Betula Lutea	6-12
"	12-18
Betula Papyrifera	12-18
"	18-24
Crataegus Mollis	6-12
Crataegus Punctata	6-12
Fraxinus Americana	12-18
Juglans Nigra	12-18
Liriodendron Tulipifera	6-12
"	12-18
Malus Coronarius	6-12
Morus Tatarica	6-12
Prunus Cerasus Serotina	12-18
"	18-24
Prunus Serrulata	12-18
Quercus Rubra	6-12

Variety.	Size Inch.
Salix Babylonica	18-24
Salix Diamond	18-24
Salix Dolorosa	18-24
Salix Elegantissima	18-24
Salix Niobe	18-24
Salix North Star	18-24
Salix Pentandra	18-24
Salix Regalis	18-24
Salix Ural	18-24
Salix Vitellina	18-24
Sorbus Americana	6-12
"	12-18
"	12-18
Tilia Americana	6-12
Tilia Platyphyllos	12-18
Ulmus Americana	18-24
"	24-36

SHRUBS AND VINES SEEDLINGS AND ROOTED CUTTINGS

Variety.	Size Inch.
Amorpha Frutescens	6-12
Ampelopsis Veltchii	2 yr.
Berberis Thunbergii	6-12
"	12-18
Cornus Amomum	12-18
Cornus Paniculata	12-18
"	18-24
Cornus Sanguinea	6-12
Cornus Siberica	6-12
Deutzia Crenata Candidissima Pleno.	4-8
Deutzia Crenata Flore Rosea Pleno.	4-8
Deutzia Crenata Pride of Rochester.	4-8
Deutzia Gracilis	4-8
Deutzia Gracilis Campanulata	4-8
Deutzia Gracilis Exima	4-8
Deutzia Gracilis Multiflora	4-8
Deutzia Lemoine	4-8
Hydrangea P. G.	6-12
Ligustrum Amurense	6-12
Ligustrum Polishii	6-12
Ligustrum Regelianum	6-12
Lonicera Fragrantissima	6-12
Lonicera Morrowi	6-15
Mahonia Aquifolium	6-8
"	8-10
Pachysandra Terminalis	4-6
Philadelphus Coronarius	6-12
Philadelphus Coronarius Grandiflora.	6-12
Rhamnus Cathartica	12-18
Rosa Multiflora	12-18
"	12-18
Rosa Wichuriana	12-18
Spiraea Froebell	6-12
Spiraea Opulifolia	6-12
Spiraea Opulifolia Aurea	6-12
Spiraea Van Houttei	6-12
Symphoricarpos Racemosus	6-12
Symphoricarpos Rubra	12-18
"	18-24
Syringa Persica	6-12
Syringa Persica Alba	6-12
Syringa Vulgaris	6-12
"	12-18
Vitis Americana	12-18
Weigela Rosea	6-12
Wisteria Brachybotrys	12-18

ONCE TRANSPLANTED EVERGREENS

Variety.	Size Inch.
Abies Douglassii	6-8
Juniperus Communis Hibernica	6-8
Larix Occidentalis	10-12
Picea Alba	6-8
"	8-10
Picea Engelmanni	4-6

Variety.	Size Inch.
Pinus Ponderosa	6-8
Retinospora Pisifera Aurea	6-8
Plumosa Aurea	6-8
Thuya Occidentalis	6-8
"	8-10
Thuya Occidentalis Eliwangeriana	6-8
Thuya Occidentalis Globosa	6-8
Thuya Occidentalis Hoveyi	6-8
Thuya Occidentalis Pyramidalis	6-8
Thuya Occidentalis Warreana Siberica	6-8
Thuya Occidentalis Woodwardi	6-8
Thuya Biota Orientalis	8-10
Thuya Biota Orientalis Aurea Con.	6-8
Thuya Biota Orientalis Aurea Nana	6-8
Thuya Biota Orientalis Aurea Pyr.	6-8

FIELD TWICE TRANSPLANTED EVERGREENS

Variety.	Size Inch.
Abies Balsamea	10-12
"	12-18
Abies Concolor	6-10
"	10-12
"	12-18
Abies Douglassii	10-12
"	12-18
"	18-24
Juniper Communis	10-12
"	12-18
Juniper Virginiana	6-10
"	10-12
"	12-18
Picea Alba	6-10
"	10-12
"	12-18
Picea Canadensis	18-24
"	6-10
"	10-12
Picea Engelmanni	12-18
"	10-12
Picea Excelsa	6-10
"	10-12
"	12-18
Picea Pungens	18-24
"	6-10
"	10-12
"	12-18
Pinus Austriaca	6-10
"	10-12
"	12-18
Pinus Banksiana	10-12
"	12-18
"	18-24
Pinus Flexilis	6-10
"	10-12
Pinus Mugho	6-8
"	8-10
"	10-12
Pinus Ponderosa	12-18
"	10-12
Pinus Resinosa	10-12
"	12-18
Pinus Strobus	10-12
"	12-18
"	18-24
Pinus Sylvestris	6-10
"	10-12
"	12-18
"	18-24
"	24-36
Thuya Occidentalis	6-10
"	10-12
"	12-18
"	18-24
"	24-36
Thuya Orientalis	10-12

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High Quality, Reasonable Prices, Prompt Service,
Courteous Treatment.
Give us a trial. We can save you money and please you as
well. Our close proximity to Chicago, the great railroad
center, means quick service and low Chicago rates.

TERMS:
Net Cash. First order from all firms not having an account
with us should be accompanied by full cash remittance,
which earns 3 per cent discount and boxing free. To cus-
tomers of approved credit or who supply satisfactory refer-
ence, 30 Days net. C. O. D. Orders will be shipped promptly
when 1-4 cash is sent to insure acceptance at destination.

WRITE FOR COMPLETE TRADE LIST

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Evergreen Specialists
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DUNDEE, ILLINOIS

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and not one of these was among the large contributors. In view of the fact that quite a large percent of the membership have in the past paid their dues during the convention, this report is most gratifying. The increase of membership fees and dues over the old schedule is approximately 100% as a whole, and altogether represents as fair and equitable a basis of taxation as could reasonably be hoped for. As I have already stated, I believe the present basis will provide adequate funds for taking care of the Association's affairs in a creditable manner, and, as far as I have been able to learn, this basis is, with very few exceptions, satisfactory to the membership. It is not so much a matter, after all, of what a thing costs today as it is the service rendered, and this is peculiarly true of membership in this Association. This membership can be made worth much more than our present schedule suggests, and if we do not get "cold feet" it will not be many years before membership becomes so valuable that every eligible nurseryman in the entire country will be begging for admittance, without regard to the cost. My hope is that we may leave the schedule of dues where it is and that we may raise the standard otherwise until membership in the American Association of Nurserymen will represent all that is best and nothing that is bad in American horticulture.

Counsel's Office

A year ago this question unfortunately developed certain personal applications which were certainly not justified and which retarded our work for one year. Some of us doubted the wisdom of the present policy as it relates to retailing Counsel at a salary of \$4,800.00 per annum and \$25.00 per diem and expenses while away from his office, while others of us held to the opinion that a different policy would best serve the Association's needs. I hope I may be understood when I say that there is the best of feeling between the President and the Association's Counsel, and that the personality of no man should be allowed to enter into our discussions here. It is simply a matter of Association's policy as it relates to one of its officers, and if we are to continue our present policy, personally, I had rather have Curtis Nye Smith as Association's Counsel than any other man I know. In view of the fact that the Executive Committee has been criticised by some for this expenditure, I am confident that in their report the Committee will ask for your directions as it relates to the future of this office. I am mentioning the office of the Association's Counsel in my report only to get the whole matter before you and that you may consider what I say in connection with the report of the Executive Committee.

Credit and Collection Bureau

As will be shown in Counsel's report, this department has shown substantial growth from the beginning, and, notwithstanding the conditions of last season, shows a net increase in revenue over year ending June, 1918. It is unfortunate that more members do not use this department, and it is also unfortunate that more members do not avail themselves of Counsel's advice which is free to the membership. If we are to continue our present policy as it relates to this department, in justice to Counsel as well as ourselves, we should avail ourselves of the service offered which, under present plans, is paid for.

Legislation

The question of legislation will very properly be covered in detail by reports from

your Legislative Committee and Counsel, but there is one feature of legislation which I think it not out of place to be mentioned here, that relating to Quarantine Order No. 37.

Quarantine Order No. 37

First, may I say that the American Association of Nurserymen has a right to speak for the nurserymen of America, and it is the only organization in the country that has that right. I do not agree with my friend, the editor of the *American Nurseryman*, that this Association "represents one-fifth of the nurserymen of this country." I am cognizant of the fact that there are a great many small nurserymen who are not members of the Association, but I feel secure in the statement that any action of this body represents in a definite way the nursery interests of America, for the very obvious reason that this membership represents most probably 90% of the money invested in the business in America, and holds within its hands a large majority of the annual business in nursery products. This position is recognized by all, because no other body or individual makes any special effort to shape the destinies of the nursery business along national lines. In the light of this reasoning, a number of unfortunate things have been said through the press and otherwise, and a number of unfair criticisms have been made, both pro and con, through periodicals in no wise authorized to speak for the American Association of Nurserymen, relative to the position taken by your officers before the Federal Horticultural Board in the matter above referred to. My good friend, the editor of the *American Nurseryman*, a prince of good fellows and a man who labors in season and out for the upbuilding of the nursery interests, has allowed his enthusiasm for exclusion of foreign grown nursery stock to lead him into a discussion of the question from a point of view hardly fair to the officers of this Association. In the June issue of this periodical, under the caption, "No Right to Misrepresent," the following quotation from "a well known nurseryman" appears: "Import nurserymen and jobbers, in their efforts to have the law rescinded, have no right to misrepresent the attitude of the majority of the nurserymen who are growers and who welcome exclusion." This statement, gentlemen, is manifestly unfair to the officers of this Association and misrepresents the pronounced attitude of this body. What are the real facts in the case? In 1917, your Executive and Legislative Committees, anticipating the action of the Federal Horticultural Board in regard to plant exclusion, brought the whole matter before you in their report and asked that you direct them, and I hereby remind you that you directed your officers by adopting unanimously the following resolution: "Resolved, That the Executive Committee recommends that the Association do not approve of the exclusion of foreign grown nursery stock, but that the subject be referred to the incoming Executive and Legislative Committees with power to act." On page 123 of the report of proceedings of the Philadelphia convention, after a full discussion of the matter, this statement appears: "The resolution recommended for adoption by the Executive Committee being before the convention, there being no further discussion, was unanimously adopted." Now, how does the propaganda disseminated at Washington by members of this body "that the Executive Committee, through its Legislative Committee and Counsel, represent special and selfish inter-

ests at Washington rather than the majority of the nurserymen of this Association," square with the last word you have spoken on this subject? You stand pledged, by unanimous vote, against plant exclusion, and if you have changed your mind it is entirely in order to rescind your former action. Your will in this or any other matter is law unto your Executive Committee, and until you delegate authority to some one else, let it be understood that no individual or corporation has authority to speak for this Association. When it becomes necessary for your officers to present any question affecting the policies of this Association, they should have the unqualified support of members, particularly when they are acting under direct orders from the Association. Personally, and as chairman of the Executive Committee, I took the responsibility of directing the Legislative Committee to oppose this quarantine order, not because I thought the order wise or unwise, fair or unfair, but because I was pledged to carry out your expressed will. The action of the Committee, gentlemen, is absolutely in the clear, and any discussion of the matter should, in justice to all, be founded upon the resolution referred to. If you are now of a different mind to that expressed at Philadelphia two years ago, rescind your former action. In dealing with questions of legislation in general, I firmly believe we can make some improvement, and I shall make certain recommendations to the Executive Committee thereon which I hope may come before you in the form of recommendations. There is one other thing I want particularly to say, and that is that in the minds of quite a few of us there is a feeling that the interests of the nurserymen and our law-making bodies are antagonistic, and this, in a large measure, is as untrue as it is unfair.

Washington Our Friend

Right here allow me to say that in the conduct of negotiations at national and state capitals we are not dealing with enemy aliens, but with Americans who have American interests at heart and who are our friends, and I believe it is time for us to take cognizance of this fact. Our differences are most often the result of a different view point, and I suspect the other fellow is as often right as are we. If what we want is right and we go after it in the right way, there are not many times we do not get it, and I remember, and so do you, some things we have asked for that should have been and were denied us. Washington knows more about our business than we do, more about some of our policies than we think they know, and if we will set to work to clean house from cellar to garret, if we will drive out of our councils men of questionable character and policy, we will find less occasion to defend our policies before law-making bodies and will have better success in our pleadings. The reason we have to fight such legislation as the Arkansas fraud act before legislative committees is because of the fraudulent practices on the part of a large element of dealers in our products, and because we have countenanced this thing, and because we have associated with the "gang", no distinctions are drawn. I want you to get this: we can make the membership of A. A. of N. stand for 100% in efficiency, service, and character, and when we do we can send a committee of laymen to Washington or into the legislative halls of any state in the Union, and they will be heard, not for their much speaking, but for their honesty of purpose. We often find ourselves in a very

embarrassing position defending the "gang" before legislative bodies, which reminds me of a story I heard the other day and which illustrates my point. A certain Jew down in my state left a very important case in the hands of his lawyer and went to California for his vacation. In the course of time a verdict was rendered in the case and the lawyer wired his client as follows: "Justice has triumphed." Immediately the Jew wired back: "Appeal the case."

Labor

Probably the greatest problems confronting the world at this hour is labor, and there is no industry in all the land more vitally interested than are you gentlemen who sit before me. For some years there has been growing up in this land of ours an unfortunate antipathy between the forces of capital and labor, and every hour is full of forebodings as we bring our minds to contemplation of this gigantic question. A review of history shows us that the present wage system is but one of the stages in the evolution of the world, and in the mind of some of the students of political economy, is transitory. Be that as it may, we know that the situation is critical and that almost anything is liable to happen. I think in no other industry in all the country does the employer of labor so regard the rights of the employee as is true in the nursery business, and while this is true, it is becoming more and more difficult to command competent labor sufficient to our needs. I hope that we may during this convention find time for a full discussion of this question, for it is one of vital concern to every grower and paramount to every other problem at this particular time.

Committee on Policy

One of the things I determined before leaving Chicago a year ago was to attempt, through a very carefully selected Committee, to bring before this convention definite recommendations in Association policies. We should be able to say to our members and to the world, "here is what the American Association of Nurserymen stands for." We are many men of many minds, and very naturally and very properly there are some great big differences of opinion among us as it relates to questions generally. The question is often asked, what does the American Association stand for, and echo answers. Now, when this is written, the report of this special Committee has not been framed and I have no definite idea as to the scope of the report to be brought before you, but this much I want to say, that if this Committee can agree upon recommendations, their report should receive at your hands the most careful consideration. Believing that this will prove to be the most important matter to come before the convention, the afternoon of the first day will be given over to the consideration of this report, and I urge every member to be in his seat when this report is presented at 2:00 o'clock this afternoon. You have been annoyed by wholesale lists reaching your prospective customers in some mysterious manner. The Committee's report will make recommendations here that will be interesting to all of us.

Market Development

For two years, under their own organization but closely affiliated with this Association, the Market Development Committee has been perfecting plans for the extension and development of the marketing of our products. This Committee came into existence at a time when nursery products were selling below cost of production and,

in the minds of some of us, their work is finished before begun, for, reason some of us, "why spend good money advertising a product already oversold." If the present reflected normal conditions, this might be sound reasoning, but the present reflects a rather abnormal condition. Rising to the popular and patriotic demand of the government, the nurserymen everywhere released their labor for war work and planted their lands previously employed in growing nursery stock to agricultural products. Instead of fields of trees, we have great fields of wheat, corn, cotton, and all the rest. The present, therefore, find us with magnificent crops of other products but no nursery stock. As I have already suggested, this condition will not last. Already the nurserymen are planning to reestablish their growing departments, and within two or three years the surplus list will supersede the want list, and then the Market Development boys will become exceedingly popular. To be sure, this work so auspiciously begun should be continued. A full half day's program has been arranged for the report of this Committee which, you will find, is thoroughly capable of speaking for itself. In considering the splendid work which this Committee can and will accomplish, I want to warn you that after all the Market Development will not prove a panacea for all our ills. When the most that this Committee can do has been done, it is only one cog in the wheel of our organization and most certainly should not be expected to perform the functions of the whole wheel. If, to illustrate, the normal demand is for 10,000,000 peach trees per annum and 20,000,000 trees are grown, we might spend every dollar of our assets in the promotion of Market Development with the result that 10,000,000 peach trees would go on the brush pile and the 10,000,000 sold would not bring the cost of production. Supply and demand will, therefore, govern prices. Is there a possibility that we can keep supply and demand within correct relations? I do not know. If you say no, you demolish at once and forever the beautiful theory of co-operative effort, without which there is no hope. I am not ready to say it cannot be done, and because I believe in your good sense, because I believe that within the heart and conscience of every man there is a strong spirit of co-operation and brotherhood, because I believe the future is bright with possibilities of good, I believe it can be done, not in a day or in a decade, but when we are ready to test to the limit the spirit of co-operative effort.

How Can It Be Done?

(1) As nearly as possible, bring every grower of nursery stock in the United States under the influence of this Association, if not through direct membership, then through some plan of affiliation with state and district organizations which will at least influence the grower in policies that we, as a National Association, have adopted. It matters not how small the business of the grower, he is a link in the chain, and the chain is no stronger than its weakest link. Go after new members under the slogan, "We can and will help you make your business more profitable." This, in the truest sense, is market development, for the man doing a \$5,000.00 or \$10,000.00 business may be helped to do a \$10,000.00 or \$20,000.00 business, and in adding to the volume of business of the retailer we are, in the truest sense of the word, developing our markets.

(2) Determine as nearly as possible the

annual normal need in all lines of our products, together with the supply, present and contemplated, and endeavor through educational campaign to keep supply well within demand. Here is the crux of the whole situation, and if it is possible to accomplish this, even in degree, we shall be greatly benefited. It cannot be done in a day, in a year, or in many years, but it can be done, and it will be done. How to accomplish this is a matter of detail to be left to a competent organization under the direction of the Executive Committee, but I would have you remember that you are the Committee's "boss". If you desire this service, direct your Committee to go forward, and in the faith of your confidence and co-operation anything within the bounds of reason is possible. It all depends upon the character of your orders.

Our Future

Representing a great industry whose weal or woe is wrapped up in the prosperity or adversity of the agricultural ebb and flow of the United States, one has only to traverse this great country from east to west and from north to south to be convinced that the present crop of wheat and corn, oats and cotton, cattle and oil, and all the rest, is the greatest in the history of our country, therefore our future is bright with promise. With the harvest of our present crop we will be richer by billions of dollars than ever before. For the past several years we have, through necessities of war, been forced to invest our earnings in war activities, but with the return of peace, monies from these vast crops will be spent in reconstruction. The country from ocean to ocean and from lakes to gulf will, within the next few years, experience the greatest era of prosperity ever before known, and then we will build more beautiful homes, and surround these homes with the choicest in fruits and flowers. In this prosperity you, gentlemen, are sharing and will continue to share, for you have a commodity as indispensable in home building as brick or lumber. We have had nothing in all the past to equal this, but even this prosperity may prove our undoing unless we build well the foundation of an organization equal to the emergency which is sure to overtake us.

I would not blot the picture I have drawn, but I would warn you to be careful, to prepare today to make the prosperity of the present permanent through effort of stabilizing the nursery business. If you will do this, and from the point of view of good sense, you should, I will liken you to the wise man who built his house on a rock, and "when the rain came and the winds blew and fell upon that house, it fell not, for it was founded upon a rock." That "rock", gentlemen, is organization, builded through co-operative effort.

Georgia Horticulturists

Editor American Nurseryman:

The forty-third annual meeting of the Georgia State Horticultural Society will be held in Cornelia, Ga., on the 20th and 21st of August, 1919.

It is hoped that the meeting will be well attended, as the section of the state selected has many things of interest for horticulturists. It is also widely known as a summer resort, and the fruit growers of Georgia would do well to combine attending the meeting of the Horticultural Society with a summer trip.

T. H. McHATTON,
Secretary.

Athens, Ga

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By F. F. ROCKWELL

"Well, it was a great convention!"

Nobody who was at Chicago last month is likely to forget the spirit that was manifest there as marking a turning point in the nursery industry in this country.

The biggest things are not always the most tangible. In an industry, as in any private business, it is the spirit, the mental attitude, the will to do, that is the big thing.

And the outstanding feature of the convention just closed was the determination to put the nursery business, as an industry on a better and more profitable basis. To put it, as one of the country's big and important enterprises, where it has a right to stand.

The men who left the Hotel Sherman last month, left with a new conception of the possibilities before them. And they left with a determination to achieve those possibilities. It was not a "revival" meeting either. No great burst of artificially worked-up enthusiasm, to turn over, like a hot-air balloon, and flap and flutter back down to the ground, a flabby, empty bag as soon as the excitement is over.

We are moving forward!

That is the great point. Ways and means are important—but secondary after all Market Development, now backed up officially by the American Association of Nurserymen, has got a solid start.

Trade organization, at least to the extent of making it possible to cut out some of the profit-killing practices that have existed in the past, is actually beginning to take definite shape. And in all probability some beginning at standardization will be made before the year is out.

It has taken many years to do all these things. It took other industries years to do them. There are some who still think that they cannot be done in the nursery business. There were always some who thought they could not be done in other businesses.

In any body of men there must always be honest differences of opinion. This was true at Chicago. But the general spirit was that **something** could be done; should be done; and will be done!

And one of the big things to be carried on at once, if the feeling of the membership at Chicago was any indication of the feeling in the rest of the trade, is the campaign for Market Development.

The account of the work done so far, and the plans presented for the coming year, seemed so well worth while to those present at Chicago that the American Association voted, almost unanimously to take over and conduct the work of the Organization for Market Development, which was formed at Chicago last year.

Market Development is no panacea that will cure all nursery ills. But it is something definite and tangible that will help all nurserymen, to the extent the Association backs it up. And it may be made to help individual nurserymen, to the extent they are wide awake and alert to the advantage

of the things the nurserymen's National Service Bureau can do for them individually.

For instance, here are some specific things that can be made to help you, in your own individual business.

Articles For Local Papers

During the past spring we supplied several hundred newspapers with business building articles on trees, shrubs, fruits and perennials. A similar series is being prepared for this fall and next spring. These articles are available for every member of the American Association. They will be supplied without cost, to local papers (one in a city) in the territory in which you sell.

Send In Your List

Illustrated Lectures. The first of these lectures, with colored slides, "Beautify the Home Grounds," will be supplied without cost to garden clubs, improvement societies, etc. You can provide for the use of these in the territories in which you sell. Write for dates and particulars.

FOR GENERAL MANAGER A. A. N.

The greatly enlarged activities of the American Association of Nurserymen, including the large undertaking of Market Development in addition to increased general operations, call for a plan for management more definite and comprehensive than in the past.

Now, more than ever, is seen the need for an executive office manned by a capable manager who shall spend his whole time on the work of the Association. When the *American Nurseryman* continued to point out the advisability of such an arrangement in place of the expedient of a combination of counsel and secretary and a very hazy allotment of time to be devoted to the organization's affairs, we were able for a time to arouse only scattered interest in the subject. The Association never had had such an arrangement; why start now? But a break was made last year and a secretary-traffic manager was employed. The result, while perhaps not revolutionary, was all to the good. In view of the conservatism which prevailed, it seemed advisable not to attempt too much.

It needed a pronounced condition, not a theory, to bring about actually what we had long had in mind. That condition proved to be the taking over of the Market Development Plan by the national organization with the accompanying responsibilities of financing and operating. Here was a proposition, actually in hand, of so much larger scope than anything preceding that it compelled consideration of that which our imagination had not yet brought about.

For forty years the American Association has done its work mainly through committees. And it is forever under the deepest obligation to the willing, conscientious hard-working men of the organization who have thus steered it through to the present time. Of late years the increasing details, coupled with broadening questions have made membership on the executive committee a strenuous matter. Every Association member must have noted the constant application of this committee to organization affairs during practically every hour outside of the general sessions at the conventions. Not all the members, perhaps, know that the executive committee has had to meet for days in advance of the conventions and to remain for a considerable time after the conventions, in order to dispose of matters before it.

Something more than a secretary is now needed, it is seen. Our idea of an executive office, manned by a manager and assistants with power to engage specialists—cost accountants, traffic manager, legal counsel, publicity expert, etc.—seems likely to be realized. We have urged this for a central office, having Chicago, Cleveland or Detroit in mind, preferably the first named. But an executive office of the kind outlined repeatedly in these columns is the prime consideration; location is secondary.

When it comes to an expenditure of \$5,000 or more to a single employee of the Association, we have argued persistently that results should be commensurate. Our argument has been from year to year that such an approximate amount, coupled with an equal amount for administration, might easily have built up in the last four or five years or more a national organization of 1,000 to 1,200 members with trade organization activities of such a practical nature as to command the eager and earnest participation of the majority of the nursery trade numerically. Time and again we have remarked that applicants for admission to membership would be knocking at the door under conditions we have argued for.

A general manager is needed.

The executive committee sees it now.

The Association sees it.

It may also be said that providentially such a manager is available! Not in many years before or hereafter may such a combination of favorable circumstances exist.

John Watson, Princeton, N. J., has been asked to consider the proposition of becoming the General Manager of the American Association of Nurserymen. Time and space do not permit at this writing much more than this brief announcement. Nothing more is needed in view of the wide acquaintance which Mr. Watson enjoys in the trade and the general appreciation of his special qualities, except to state that, as he is at present unattached to a particular concern, he is fully available.

Mr. Watson will consider the matter for a fortnight or more.

(Continued on page 22)

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Retinospora plumosa aurea; 6 to 8 in. at 5c; 7 to 10 in. at 7c.
Irish Juniper, transplanted, 12 to 15 in. at 8c.
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Buxus sempervirens salicifolia, transplanted, bush form; 8 to 10 in. at 15c; 10 to 12 in. at 20c; 12 to 14 in. at 25c. We consider this variety the best Boxwood we have grown.
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Drafts on New York, or postal orders, instead of checks, are requested.

ROCHESTER, N. Y., JULY, 1919

America More Fruitful and Beautiful

THE PENDULUM SWINGS BACK

One of the most prominent nurserymen of the Atlantic coast early this month said to the editor of the *American Nurseryman*: "There were times, under the employment of a special legal counsel during the last few years, that the American Association of Nurserymen was under a positive handicap in the matter of representation before the Congressional committees in Washington. The appearance of an attorney in behalf of the national organization of nurserymen at such times was a direct irritant to the legislators. Indeed, on one occasion the counsel for the American Association was told to go back and sit down!"

Well, the editor of the *American Nurseryman* has waited many months for that verdict. That it should be pronounced now by one of the very men who thought then that an expensive attorney was a necessity for the American Association only emphasizes the extent to which the pendulum has swung back.

Our readers will remember that this journal persistently argued that a committee of representative nurserymen members of the Association would be listened to in Washington with much better grace—and therefore, much more effectively—than would a paid lawyer upon whose shoulder the Congressmen expected to find the proverbial chip. See President Mayhew's annual address in this issue for a western opinion, too!

Theo. Borst presented to the Chicago convention a resolution, which was adopted, urging special legislation by Congress needed to authorize the improvement, by planting of ornamental nursery stock, of the grounds around government buildings in Washington. The subject was explained to the convention by Mr. Mulford of the U. S. Department of Agriculture.

In our fight for better methods, better crops and better prices, however desirable these may be, let us not forget that, along with these, if Southern rural life is to be developed to its best, must come attention to the matter of making more beautiful and attractive our farm homes and their surroundings.—Progressive Farmer.

THE FORTY-FOURTH ANNUAL

Like its predecessors of recent years, the Forty-fourth Annual Convention of the American Association of Nurserymen made definite progress. The things it did were individually rather than numerically great. Aside from the routine business and the valuable address and discussions, the results to be remembered are the placing of the Market Development Campaign upon a firm foundation, the establishment of a fund to take care of various activities on a scale far beyond anything in the history of the organization, the presentation of a proposition for a general manager, the retention of an efficient traffic manager, and a business like adjustment of the matter of legal counsel; also a step toward a policy on ethical relations—a step which, it is to be hoped, will lead to a broad platform upon this subject.

While the membership of the A. A. N. is not yet a unit on the tremendous advantages to be derived from systematic creation of demand for nursery stock through publicity along definite lines, persistently followed, the preliminary meeting of subscribers to the fund at Chicago showed a much more serious and thoughtful consideration of the subject than was evinced a year ago, due undoubtedly to the effective work since the last convention by the Market Development committee and the manager, Mr. Rockwell. The address at this meeting by a representative of the Delineator did much to bring out general discussion of plans for financing the proposition and it was a happy thought of Mr. Flemer's during this discussion to propose that the whole thing be taken over by the American Association and financed out of the common organization fund, the money to be raised on the assessment plan which Mr. Wyman a year ago said would have to be the proceeding eventually. Committees of subscribers' organization members and A. A. N. members later presented a plan outlined in our news columns.

One of the great disadvantages of the preliminary work on this matter was the building up of two organizations when it should all along have been the work of the national organization. What is needed now is a greatly enlarged membership of the A. A. N. The action at Chicago last month provides for more money than ever before in the treasury of the Association. With greatly increased funds, an efficient manager and attractive inducements for increased membership, a thoroughly capable set of officers and the hearty co-operation of the entire Association, what is left but to Let Her Go?

A. A. N. MEMBERSHIP

At the Dallas, Texas, convention of the American Association of Nurserymen, 541 members were registered. That was in 1906. In thirteen years the Association membership has descended to 355, the number shown by the 1919 Badge Book. Apparently it makes little difference where the annual conventions are held, so far as membership is concerned; for at the Portland, Oregon, convention in 1913 a total of 463 members was recorded in the membership list; at Boston in 1912, a total of 363, and at Cleveland in 1914 a total of 410.

Another convention of the National organization has come and gone; and the matter of membership was practically ignored. It would seem that it is highly desirable that numerically the A. A. N. should be representative of the trade.

When writing to advertisers just mention *American Nurseryman*.

DOLLARS FOR CENTS

Nurserymen have a very definite interest in the American Pomological Society, one of the most important of the agencies at work to create additional demand for nursery stock—an old and honored organization whose aims and opportunities are outlined effectively in this issue by the president, Dr. L. H. Bailey.

The Congress of Horticulture of which Dr. Bailey speaks is the institution named and created as the result of long agitation therefor by the editor of the *American Nurseryman*. This journal has been foremost and constant, also, in urging the claims of the American Pomological Society to the attention of all lovers of fruit—and especially of nurserymen.

It seems to us that nurserymen generally would do well to join this Society and thus aid it in its great work of practical publicity for Market Development. The cost is but \$1.00 per year—about 2 cents a week! Can you obtain real publicity of dollars value to your own business at less cost? Read what Secretary Lake and President Bailey say on another page, and join now.

SERVICE AND ETHICS

Perhaps after all the matter of ethics in the Nursery Trade will work out its own solution. More and more the principle of fair dealing all around is being emphasized. It promises to be a direct outgrowth of a desire to put Service high in the scale of dealings. Whenever nurserymen gather these days conversation dwells upon the latest feature of nurserymen's efforts to raise the standard of the trade. You will find one nurseryman directing attention to the last step taken, for instance, by Conard & Jones Company. This concern guaranteed various excellences with regard to the rose bushes they sell, and now they have added the guaranty that they will bloom the first year. Another nurseryman directs attention, also with praiseworthy comment, to the detail with which George C. Roeding, out on the Pacific Coast, insures satisfaction to his customers, as announced in his recent catalogue. One concern, the Guaranty Nursery Company, Rochester, N. Y., features this kind of service in its name and adds on its business stationery: "The stock that is guaranteed." The Aurora Nurseries, Aurora, Ill., John A. Young, proprietor, have regularly practiced replacing for some time and find that it pays. "The amount of replacing is very small," says Mr. Young, "in comparison with the total amount of sales."

The American Association is not ready to adopt a Guaranty Label; but we believe it will come. The problem is to enforce the significance of such a label.

Such conditions as we have cited indicate in the most pronounced manner the tendency in the trade toward a high plane. It may not be necessary for the national organization to recognize this tendency; but it seems to us that now is the very time to do just that thing and to clinch a condition which has gradually been brought about and which may not be so pronounced at a later time. Perhaps this matter will again be left for the district associations to act upon. The Southern Association, we believe, was the first to take action.

Time and more than one issue of the *American Nurseryman* will be needed to touch upon the many features of an expanding industry in reconstruction times as brought out at various points of the national convention last month. The high points have been touched in this issue.

CURRENT EVENTS OF INTEREST TO THE NURSERY TRADE

President J. Edward Moon, of the American Association, enjoyed a ten days' trip in the West after the convention.

B. A. Mitchell, of the Oregon Nursery Co., Orenco, Oregon, visited at Ottawa, Kans., and other points in Kansas and Iowa.

The thirty-fifth annual convention of the Society of American Florists and Ornamental Horticulturists will be held in Detroit August 19-21.

The Barry Nursery Co., 317 Livingston building, Rochester, N. Y., is a new concern. Mr. Barry was formerly with Brown Brothers, Rochester, N. Y.

Thomas Rogers, long known as an active nurseryman of Winfield, Kan., has established there the firm of Thomas Rogers & Sons which will specialize on mahaleb.

Twenty-six acres of the Munson nurseries at Denison, Tex., have been sold to the municipality for a park. Rows of magnolia trees have been left as they stood in the nursery, making a fine feature.

V. D. Hill of the D. Hill Company, Dundee, Ill., spent several weeks in June and July visiting the principal nurseries in the eastern part of New England, the vicinity of New York City, in New Jersey and Pennsylvania. He visited Rochester, N. Y., nurseries and parks en route.

June 13th F. H. Stannard spent a pleasant day in the Kaw Valley in company with D. S. Lake of Shenandoah, Iowa, W. S. Griesa, of Lawrence, Kans., J. H. Skinner and T. P. Oliver of Topeka. Mr. Oliver, with his new Oakland car, drove his guests around to the different plants in the valley.

Up to the present time there has been comparatively little in common between seedsmen and nurserymen. Now, however, that propagation is to become a live issue in this country, there promises to be closer relation. Greetings were exchanged by the two national associations in convention at one hotel in Chicago last month.

A. B. Katkamier, Macedon, small fruits expert, reports remarkable results with the Ercanbrack strawberry, the plant of which in full growth, it is believed, will fill a bushel basket with leaves falling over the sides; for a plant this season has already filled a half bushel basket. It bears very heavily. Mr. Katkamier says the Lucky Boy strawberry is a promising variety.

O. Joe Howard returned to Pomona, N. C., from Chicago, by easy stages, stopping at Springfield, O., and Asheville, N. C. At the latter place he mailed to the editor of this journal a postal card showing in colors the "Great Craggy Mountains, in the Land of the Sky, America's Beauty Spot," and remarked: "Up here 'policies' don't matter as they relate to landscape architects. The Master Landscape Gardener has done a perfect work."

A potted plant of *Cotoneaster acutifolia*, exhibited by the Aurora Nurseries, Aurora, Ill., at the Chicago convention, attracted much attention. This is one of the 58 varieties of *Cotoneaster* and is declared by President J. A. Young, of the Aurora Nurseries to be the best all around hedge plant, being absolutely hardy. The foliage is red in the fall and the berries are black. It is declared, also, to be fine for landscape effects.

Mrs. M. J. Graham, Adel, Iowa, ably represented at the Chicago convention her husband who is confined by illness to his home. She exhibited a good deal of business ability, cultivated a wide acquaintance among the nurserymen and sold all the stock her nursery could supply.

No matter what periodical you are taking, AMERICAN NURSERYMAN should be regularly on your desk. A business aid. Bristling with exclusive trade news. Absolutely independent. NOT OWNED BY NURSERYMEN.

Saddler Bros. Sell—The nursery business of Saddler Brothers of Bloomington, Illinois, was sold on the 14th of June to F. W. Glenn and other parties, of Chicago. Saddler Brothers for the past twenty years have conducted a very successful and extensive retail nursery business at Bloomington and the new purchasers propose to continue the organization and work as conducted by Saddler Brothers, who will devote their time to looking after their extensive farm properties in this section of the state and in Indiana.

Wathena Nurseries Established—The Wathena Nurseries, Wathena, Kansas, have been established by Adair Brothers. W. N. Adair has had wide nursery experience, having followed the business for twenty-four years. During the last ten years he has held the position of foreman with the Fremont Nursery, B. E. Fields & Son and Kelsey Nursery Co. He was with the last named company the last five years. Robert N. Adair has been continually with the Mount Arbor Nurseries for twenty-six years, becoming a stockholder at the time of the incorporation. He has handled the planting, budding, grading and grafting room for the last twenty years. This is a working equipment that ought to put the Wathena Nurseries in the front rank in a very short time.

Wholesale Prices Regarded Too High—W. T. Hood & Co., Old Dominion Nurseries, Richmond, Va., say:

"Conditions are more favorable for making sales this season through agents than we have ever known. The demand is heavy, especially for peach and apple, with the supply limited. Wholesale prices, we think, are too high. Certain items are secured from wholesale growers and their prices have advanced by leaps and bounds. Take for instance grapes—Concords—that we formerly purchased from a New York state concern at \$20 per 1000. The past spring the price went to \$100 per 1000. While we can grow grapes as good as New York state nurserymen, we have heretofore bought largely of them. These increased wholesale prices, we feel, will result in the production by ourselves of items we formerly bought of the wholesale growers.

"Our entire business is practically secured through agent; and, of course, with heavy commissions paid for selling, freights, packing, etc., conditions do not permit of our buying unless reasonable figures are secured. The wholesale prices for grapes, roses and peach, we think, are out of reason."

New Seed and Nursery Co.—The May Seed and Nursery Company, Shenandoah, Iowa, has been incorporated with a capital stock of \$50,000. It will build a modern plant and equipment. The firm has been operated for the past year under the name of the Shenandoah Seed and Landscape Company. The firm will do a mail order seed and nursery business, and handle seed corn and grass seeds in carlots. They have purchased all of the ground and buildings formerly owned by the J. B. Armstrong Company.

E. S. Welsh, veteran nurseryman and president of the Mt. Arbor nurseries, is president of the new firm. Mr. Welsh is widely known in American nursery circles. G. A. Chambers, formerly of the Griswold Seed and Nursery Company, is vice-president and general manager. Mr. Chambers is a capable seedsman of twenty years experience, and was formerly vice-president of the Griswold Seed Company. E. May a son-in-law of E. S. Welsh, is the treasurer. He is vice-president and treasurer of the Mount Arbor nurseries. I. B. Rader, secretary, is an Ames graduate, of the Agronomy and Horticultural department, and has been identified with the Shenandoah Seed and Landscape Company, of which the May Seed and Nursery Company is a successor. The new firm will begin business in September. All of the men are experienced in their various lines of work.

V. D. Hill of the D. Hill Nursery Co., Dundee, Ill., spent the entire afternoon of Saturday, June 21st in looking over the new Woodmont plant of the Elm City Nursery Company, New Haven, Conn.

D. S. Shourds has discontinued the nursery business at Macedon, N. Y. At the same place A. M. Baker & Son have established a nursery, the first plantings in which came on the market this year.

R. R. Harris, recently with the Huntsville Wholesale Nurseries, of Huntsville, Ala., has accepted a position with F. H. Stannard & Co., and has moved his family to Ottawa, Kansas.

The annual convention of the Pacific Coast Association of Nurserymen is in session at Portland as we go to press, July 10th. C. J. Atwood, Toppenish, Wash., is the president. C. A. Tonneson, Burton and Tacoma, Wash., is the secretary.

Mr. Moliere, manager of the Fancher Creek Nurseries, Fresno, California, of which George C. Roeding is president, attended the Chicago convention. Mr. Moliere is vice-president of the California Nursery Co., Niles, California.

Father may have a Day, too. Congressman Snell has introduced a bill at Washington designating the third Sunday in June as Father's Day, and providing that the Flag be displayed in honor of the day and that roses of any color be the emblem of the day and thought.

Joseph J. Hazen, of the Neosho Nurseries, Neosho, Mo., is a New England man. He says that when he went out to Missouri to take charge he thought he was going into an unsettled country. He found a well built-up section at Neosho, while back in Connecticut he had walked for miles from his back door without seeing a habitation. "Just the same," says Mr. Hazen, "there are some wild spots in the state of Missouri."

"Fruits for the Home Grounds" is the title of the booklet prepared under the direction of the publicity committee of the American Association of Nurserymen, for distribution by nurserymen, to stimulate demand for nursery products. It is directly in line with the work of the Nurserymen's National Service Bureau—the promotion of desire to plant. The booklet was written by U. P. Hedrick, horticulturist, New York Experiment Station, a recognized authority. It may be procured from the J. Horace McFarland Company, Harrisburg, Pa.

There were numerous rallies from convention headquarters to nurseries and other points of interest nearby. President John A. Young of the Aurora Nurseries, took a party on the first day of the convention to the 1100-acre estate of J. Ogden Armour on the North Shore where the superintendent, Mr. Head, gave carte blanche to wander through the gardens and wooded sections. Theo Borst of the American Forestry Co., "Little Tree Farms", Massachusetts, was in this party and entertained and instructed his associates with running comment on landscape as it was presented. The party visited also Klehm's Nurseries at Arlington Heights and was greatly interested in special propagating methods employed there with marked success. On the last day of the convention Mr. Young took a party to his nurseries in Aurora, Ill. On the day following the convention a large party visited the great evergreen nurseries of the D. Hill Company, Dundee, Ill., under the direction of Messrs. Hill and Averill who were the representatives at the convention.

"Money never was so plentiful. More actual cash—gold, silver and paper currency—is in circulation today than at any time in the nation's history, and there is a bigger share for every man, woman and child."—Literary Digest, Aug. 31st.

The National Association

A GREAT WORK ACCOMPLISHED

When President J. R. Mayhew handed to President J. Edward Moon the gavel of the American Association of Nurserymen in the closing hours of the forty-fourth annual convention in Chicago last month, the members of the Association present witnessed the culmination of a great work. Mr. Mayhew came as near being destined to be the Moses to lead the national organization out of the wilderness as any man could come. Starting in 1915 as Mayhew he finished in 1919 as Did-hew—close to the line, all through those eventful four years. When he prepared his memorable address for the Detroit convention, on "A Better National Association," now a classic in Nursery Trade annals, we presume he had no thought that in order to accomplish what he had mapped out it would require many earnest appeals to the membership before his program of a business organization could be put across. There were times when his faith in the outcome was sorely tested. Full co-operation on all sides would have made his task easier and would have brought results quicker. He learned, however, that a step at a time was positive gain, and took courage. His vision was clear, his purpose honest, and his methods sound. Such a combination was bound to win on minds that were open to conviction, even though inclined to be ultra-conservative. He has seen practically his entire program carried out, with the addition of features for which he made provision, knowing that they would develop, though for the time undefined.

The record of his work in behalf of the American Association, both before and during his administration as the chief executive officer is too fresh in the minds of members to need recapitulation here. It is on file in the official proceedings for newcomers to refer to. It might well have been a subject for special mention as he laid down the gavel. We refer to it in these columns because Mr. Mayhew worked directly along the lines that were suggested in regular course by this journal and put into actual operation much that was here earnestly advocated.

It is not a matter of great moment but members of the A. A. N. whose memory is short are respectfully referred to the paragraph at the bottom of page xxiii in the Official Proceedings of the A. A. N. for 1917, under the black-face type heading: "A Permanent Annual Convention Meeting Place." The paragraph is as follows: "The executive committee select a centrally located permanent meeting place for the annual conventions. (The committee has selected Chicago.)"

In the light of discussion at the 1919 convention regarding place of meeting, it may be in order to suggest, that at conventions of the national body the secretary or manager should have on hand copies of the Official Proceedings for several years at least, so that when a question of this kind is raised, as it was raised by Mr. Cashman in Chicago last month, reference may be made to the official record. It is a more businesslike procedure than trusting to memory; and it may prove of great import-

ance on matters of more moment than the one in question.

POLICY

In the opinion of some members, the A. A. N. "took radical action and did a far-reaching thing" in the passage of resolutions. When asked what resolutions were referred to, they cited the report of the committee on policy. Well, the Association did just what these members remarked. It was radical action for so staid and conservative a body as the A. A. N., and the passage of the resolutions ought to have a far-reaching effect—far-reaching, in that it should lead to much broader action along similar lines.

When President Mayhew announced as an important feature of the Convention a report by a committee on policy, we anticipated a report which might prove to be the foundation of a policy so definite and comprehensive as to raise at once to a high plane the qualifications for securing and for maintaining membership in the A. A. N.; a policy which would constitute an asset of inestimable value for every member in his relations with the planting public; a policy which would make membership in the A. A. N. prized beyond measure by the fortunate possessor and eagerly coveted by those in the trade not yet within the fold—a talking point for the public; a load-stone to swell the organization membership; a safety appliance for keeping members close to the mark in every business transaction—an ethical standard.

Not yet, apparently, has the Association risen to its opportunity. The preamble of the resolution on policy contains these clauses: "We offer recommendations only on such questions where the interests of all converge, and where in the silence of the Association the interests of all would suffer."

When a nurseryman, either in or out of the membership of the A. A. N. defrauds a planter and is held up by the daily, weekly or monthly press, general or agricultural, as unworthy of public confidence, such publicity being often accompanied with a warning to the public to look sharp in every transaction with every nurseryman, (whether a member of a trade organization or not), is that a question "Where the interests of all converge and where in the silence of the Association the interests of all would suffer"?

In reality do not such instances, constantly occurring, tend to drag down and keep down to a low plane, in the estimation of the public, what has been called the noblest, most elevating, most constructive and most useful industry? In the matter of silence by the national organization of nurserymen when such things are done openly and repeatedly, is there any comparison with a subject of prices within the trade, in the

effect upon the interests of Association members?

Wholesale prices to architects is a very important matter, as was shown in the June issue of the *American Nurseryman*; and the action by the Association in Chicago last month is to be highly commended—an excellent start. But it is a trade detail affecting 355 Association members—the Badge Book total—or at the most a couple of thousand nurserymen of the country. Undermining of public confidence is also an important matter; it affects the operations of every one of those two thousand nurserymen daily in their relations with their only field of activity, the buying public.

Human vision is narrow at the best; but let us not unduly restrict it. A prominent member of the A. A. N. stated on the floor of the convention twelve months ago that in his opinion all there was for the A. A. N. to do was to watch matters of legislation and transportation. That member actively passed all through the convention of last month kept very busy with topics of great moment and lively discussion and far-reaching action, yet only remotely if at all connected with legislation and transportation. The latter subjects were only touched upon in routine course in committee reports and in the president's address at the convention of 1919. The Association has learned at great expense, that the view that an attorney is the all-important thing is too narrow a view. And now we have had a report on policy of a national trade organization dealing with a single subject of trade custom—and in a reconstruction period!

Now, a word about the committee on policy; its members are tried and true, whole-souled boosters for the Association and for all that stands for the welfare of the industry. Their report to the convention is but the expression of prevailing sentiment in the Association. What we have said should not be construed as a reflection upon the individual members of that committee. Their work is but the outcome of existing conditions. Until the spirit of the Association is such that there is an earnest desire quite generally manifested to take up the matters suggested, the natural result will be the narrower view. We have in mind the impersonal American Association of Nurserymen, the impersonal Nursery Trade—not individuals. It is for the good of the Trade and of the Association that we are speaking.

The point we have raised is, of course, only one of several which might be named as logically to be considered in connection with the policy of the Association. Were it not for the preamble of the resolutions, we would be inclined to think it was the intention of the committee to recommend other matters under this heading.

Prices in nursery advertisements in this publication are for nurserymen only. This does not include advertisements of books or other articles.

SIDELIGHTS ON CHICAGO CONVENTION

Among those whom the nurserymen were glad to grasp by the hand were Peter Youngers of Nebraska and Charles J. Maloy of New York.

Flowers from the nurseries of F. W. v. Owen, Naperville, Ill., and Swain Nelson & Sons, Chicago, graced the convention platform and were replaced daily.

The Breman Tractor Co., Minneapolis, Minn., maintained a prominent display in the lobby of the hotel. B. F. Conigisky, Peoria, Ill., had on exhibition a collection of landscape photographs.

Young men who had been in the war and who have resumed their nursery activities, present at the convention were: Major Lloyd C. Stark, Captain Meredith Reed, William M. Flemer, Jr., Albert F. Meehan and M. M. Scarff.

A very comfortable way to talk over a proposition and escape the heat of a hotel room is to walk around the block one or more times, talking on the way, with an occasional detour into a drug store. President Moon and Mr. McFarland were among those who discovered this.

Secretary Sizemore's work as traffic manager turned out just as he had promised. His salary as secretary and traffic manager last year was \$1500. He turned back all but about \$300 of this amount as the result of the claims against express and freight charges which he collected.

A most appropriate suggestion by Robert Pyle indorsed by others at the Chicago convention and adopted by the organization, is that the executive officers express at once with flowers to the family the sympathy of the Association in case of death of a member.

The importance of making a point clear in business publicity is shown by an incident at the Chicago convention. Upon all sides on the convention floor was seen the slogan: "Help Make the World Smile," with the word "Plant" below at the right hand. A guest at the hotel asked: "Who is this man Plant who is thus quoted?"

The 1919 Badge Book came to the members bound in cloth for the first time in the history of the Association. And it cost considerably less than the Badge Book of 1918! It pays to have a man working conscientiously in the interests of the organization. The Badge Book incident is but one of many that could illustrate our point.

Vice-President Lloyd C. Stark of the A. A. N., said that the formal expression of appreciation sent to him by the Association one year ago was delayed greatly in reaching him in France. It finally came to him when he lay in a hospital gassed and thoroughly disheartened and it gave him renewed courage and really contributed materially toward his recovery.

It was the general opinion that one large convention at a hotel is enough at a time. It is probable that A. A. N. officers will arrange for better headquarters conditions next year. Hotel accommodations in June are none too ample at best. The seedsmen and the nurserymen at the Hotel Sherman on the same dates proved to be too much all around.

President W. T. Kirkman of the California Association of Nurserymen addressed the Chicago convention briefly, telling of conditions on the Pacific coast where, as elsewhere, there was a marked shortage of nursery stock. He said he was heartily in favor of Market Development and accordingly he subscribed \$100 thereto, together with \$10 membership dues. He said there was just about a normal stand of fruit stocks on the Pacific coast this season and that it would probably take care of the demand of that section of the country.

When writing to advertisers just mention **American Nurseryman.**

President Mayhew named this delegation from the American Association of Nurserymen to convey greetings to the American Seed Trade Association meeting at the same time at the Hotel Sherman: J. W. Hill, Frank A. Weber, John Dayton, M. R. Cashman and Will B. Munson. The greeting was returned on the last day of the convention by Secretary Kendel of the Seed Trade Association.

The Pacific Coast was unusually well represented at the Chicago convention. In addition to Messrs. Kirkman and Moliere of Fresno and Niles, California, and J. B. Pilkington of Portland, Ore., there were present F. A. Wiggins of the Washington Nursery Co., Toppenish, Wash., and C. Bertrand Miller of the Milton Nursery Co., Milton, Ore.

In his introduction to his address to the A. A. N. in Chicago, Dr. A. F. Woods, president of the Maryland State College of Agriculture, of which institution State Senator Orlando Harrison has been particular sponsor, said: "I've been in touch with nurserymen for thirty years. I've found they have horse sense. It's the kind of sense that a jackass cannot acquire." This pleased the nurserymen present who applauded again and again.

"I believe Chicago is the best place we've ever had to meet in," said E. M. Sherman who has been attending A. A. N. conventions practically from the establishment of the organization. The attendance at Chicago conventions and the fact that members arrive two, three and four days ahead of convention dates and stay a day or two after adjournment seems to indicate quite general agreement with Mr. Sherman's opinion.

In the opinion of M. R. Cashman, a hotel on the lake shore in Chicago might suit the needs of the A. A. N. better than a down town hotel. "We do not need to come down town," said Mr. Cashman. "Over on the lake front this week a convention has been in progress at the Hotel Edgewater, a fine hostelry. I think that in some such location we could hold our attendance at the sessions better." John A. Young suggests the Hotel LaSalle as especially appropriate for the convention. It has a fine assembly hall and he believes free exhibit room could be obtained there.

Camilla Donworth, of New York city, conducted the film entertainment in the afternoon of Thursday of the convention. By the way, she is some talker. She would make a fine nursery saleswoman. She is president of the Films-of-Business Corporation and she knows the business. Desiring to express their appreciation of her very successful efforts to entertain them, the nurserymen said it with flowers and though John Watson presented a sheaf of red roses which she afterward gracefully turned over to Mrs. Della Grant Wilson of Cleveland, who handles the moving picture publicity for the florists.

The American Association has resolved itself into a combination of special interest associations, meetings of which are held in conjunction with the annual conventions of the national organization. The latest of these is the American Plant Propagators Association, a natural outcome of recent quarantine developments. Other subsidiary associations provide opportunity for discussion and action upon phases of the industry of special interest to the members in each case, as the wholesalers, the ornamental growers, the catalogue men, the agency men, the cherry tree propagators, the service bureau, the Baby Ramblers, the women's association, etc.

What the moving picture can do to popularize the use of nursery stock was indicated by the presentation of films at the Chicago convention, by arrangement of Manager Rockwell, of the Service Bureau. Enough was shown in the florists' field to indicate a wider and more effective appeal in some respects than is possible in the case of nursery stock. By way of entertainment the nurserymen were shown several

reels of a trip to the Cannibal Islands in the Orient. That was a matinee performance. In the evening those who were wise and could convince the doorkeeper that they measured up to the selective condition, "For Men Only," squeezed into the Grey Room and "listened" to a reel showing styles and fashions in the Solomon Islands and the Hebrides where they have carried American tendencies in women's fashion apparel to the limit. It must be always September Morn there. The Marshall brothers had some difficulty in convincing the doorkeeper that they measured up to admission requirements. They narrowly missed the ordeal of a committee investigation and escaped only when John A. Young vouched for them.

Resolutions Placing Market Development Work Under Direction of A. A. N.

"Whereas; It is deemed expedient that all Association activities should be under the direction of the officers of the Association, and whereas the problem of financing the plans of a national market development campaign can best be met by making this one of the activities of the association rather than separate therefrom, Be it resolved (1) That amendment to constitution Article 7 be amended to read as follows: Sec. 1:

"Resolved, That the American Association of Nurserymen shall take over from the National Organization for Market Development, their subscription pledges, amounting to approximately \$20,000 per year, until June 1st, 1920, with their money on hand and other effects, on condition that the American Association of Nurserymen shall assume all responsibility of conducting the work of the Nurserymen's National Service Bureau.

"Resolved, That the annual membership fees shall be \$10 per annum and additional dues for members of one-fourth of 1 per cent, based upon annual volume of business, provided the maximum dues shall not exceed \$1,000 in any one year.

Policy on Trade Prices

"Recognizing the great diversity of interests of the members of the American Association of Nurserymen, we offer recommendations only on such questions where the interests of all converge, and where in the silence of the Association the interests of all would suffer.

"Realizing the necessity for keeping open and profitable the outlets for the distribution of nursery stock as fundamental to the success of the industry, therefore, be it

"Resolved, That members of the American Association of Nurserymen shall not sell to any customer of nursery products, whether private owners, parks, cemeteries, realty developers, municipalities or similar large buyers, at prices which do not adequately protect in his sales and distribution expenses the nurseryman who buys similar stock to sell again; and

"Whereas, The professional landscape architect buys only as agent for his client, the planter, therefore be it

"Resolved, That we disapprove of nurserymen giving their wholesale trade lists to or through professional landscape architects;

"Resolved, That any member who violates the foregoing resolutions shall forfeit his membership as provided in Article IX of the Constitution.

C. Bertrand Miller, treasurer of the Milton Nursery Co., Milton, Oregon, was an interested observer at the Chicago convention.

When writing to advertisers just mention **American Nurseryman.**

Commercial Fruit Culture

BIG INTEREST IN NATION-WIDE ORCHARDING

Charles J. Brand, chief of the Bureau of Markets, United States Department of Agriculture, and one of the best known men in the employ of the government, has resigned his position and will become the general manager of the American Fruit Growers, Inc., the new \$100,000,000 concern which has been buying up apple orchards and orange groves all over the country for the past months.

The press dispatches sent out from Washington connect the United Fruit Company as one of the stockholders of the new organization. Information comes from West Virginia that Frank Vanderlip, who until a very recent date was president of the National City Bank, perhaps the strongest financial institution in the United States, is also interested in the new company. Mr. Vanderlip is a big fruit grower in the West Virginia section. Neither one of these reports, however, has been confirmed, but the statement that Mr. Brand has resigned and will assume his new position shortly, is authoritative.

Crutchfield & Woolfolk of Pittsburgh are the principal factors in the American Fruit Growers, Inc., and it is understood that James S. Crutchfield is the organizer and up to this time has been the general director.

The American Fruit Growers, Inc., according to Chester J. Tyson of Tyson Brothers, heavy orchard owners of Floradale, Pa., and who is also interested in the big corporation, has already acquired more than 20,000 acres of bearing fruit property in the United States. Some of these properties have been bought outright for cash. Others have been bought in part cash and part stock in the new company. The purchases include orange and lemon groves in California, orange and grapefruit properties in Florida, apple and peach orchards in Illinois, Pennsylvania, Maryland, Virginia, West Virginia, Georgia and Arkansas, and apple orchards in Washington and Oregon. It has been estimated that the company will handle over 50,000 carloads of fruit the coming year. During the past ten days in the Martinsburg, W. Va., district, the operations of the company have created a sensation. A number of big orchards have been taken over and the purchasers have been credited to what was called "the Pittsburgh syndicate."

In Florida it is understood that the Florida Fine Fruit Company, recently organized as a branch of the big company, has acquired between 500 and 1,000 acres of citrus groves. F. L. Skelley, formerly sales manager of the Florida Citrus Exchange, is to be the general manager of the Florida concern. The concern of Tyson Brothers, Inc., of Floradale, Pa., who operate heavily in the Pennsylvania apple growing districts, will become a part of the American Fruit Growers, Inc., William C. Tyson of this firm will manage this branch of the business. Tyson Brothers besides being growers, have been for years wholesale distributors of orchard tools and other supplies in the Pennsylvania district and their company will handle that branch of the new concern's business. Chester Tyson is also secretary of the Adams County Fruit Growers' Association.

It is learned also that the company has acquired the services of Prof. William F. Scott, of Washington, D. C., who is thoroughly trained scientist and a recognized

authority on fruit insects and diseases and the best methods of controlling them. He is to head the orchard development and insecticide department.

According to the plans of the company now, arrangements will soon be started to establish cold and common store houses throughout the sections in which it owns properties.

Waynesboro, Va., Makes Record

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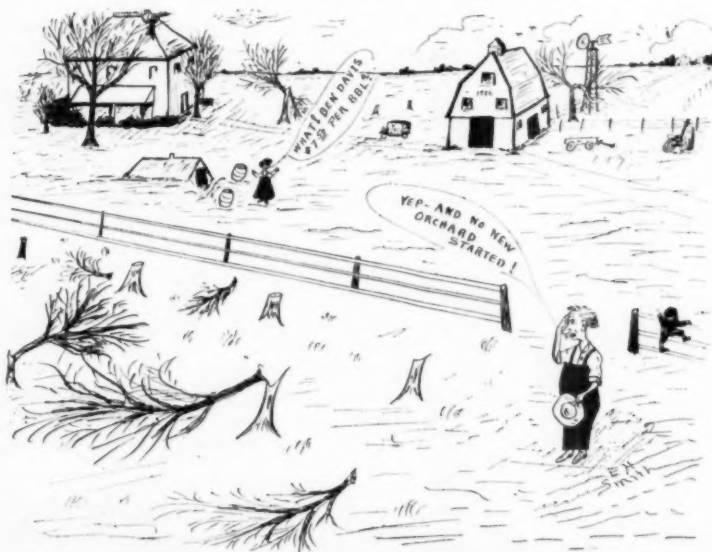
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A MERICAN business men do not realize the value which trade journals and technical magazines may be to them in increasing efficiency of their factories and in giving them a broad and comprehensive view of their business. Our foreign competitors read almost every article published upon their business with great care and thoroughness. Many of them have duplicate copies of their favorite trade paper sent to their homes so that they may read them away from their business without being disturbed. Many foreign manufacturers contribute articles to these journals on phases of the business with which they are most familiar. Such articles are bound to be helpful and have a constructive effect.

"Our trade journals and technical papers are the best in the world and they should be encouraged and supported by our business men. Copies should be placed where employees can see them and they should be urged to read and study them. These papers are preaching the gospel of sound business on practical lines and are helpful not only to business but to the country as a whole. If the suggestions made by them in the past had been followed by our business men it would not be necessary at this time to point out some of the fundamental weaknesses in American business."—Edward N. Hurley, Chairman U. S. Shipping Board.

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If you need Everbearing strawberry plants to fill spring orders or wish to increase your planting in nurseries, we can supply you with genuine **PROGRESSIVE** Everbearing plants, guaranteed to be **TRUE TO NAME** and handled so as to reach you in best of growing condition. Write for prices.

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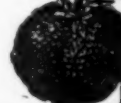
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LABELS FOR NURSERYMEN**THE BENJAMIN CHASE CO.,****DERRY, N. H.**

Commercial Fruit Culture

BIG INTEREST IN NATION-WIDE ORCHARDING

Charles J. Brand, chief of the Bureau of Markets, United States Department of Agriculture, and one of the best known men in the employ of the government, has resigned his position and will become the general manager of the American Fruit Growers, Inc., the new \$100,000,000 concern which has been buying up apple orchards and orange groves all over the country for the past months.

The press dispatches sent out from Washington connect the United Fruit Company as one of the stockholders of the new organization. Information comes from West Virginia that Frank Vanderlip, who until a very recent date was president of the National City Bank, perhaps the strongest financial institution in the United States, is also interested in the new company. Mr. Vanderlip is a big fruit grower in the West Virginia section. Neither one of these reports, however, has been confirmed, but the statement that Mr. Brand has resigned and will assume his new position shortly, is authoritative.

Crutchfield & Woolfolk of Pittsburgh are the principal factors in the American Fruit Growers, Inc., and it is understood that James S. Crutchfield is the organizer and up to this time has been the general director.

The American Fruit Growers, Inc., according to Chester J. Tyson of Tyson Brothers, heavy orchard owners of Floradale, Pa., and who is also interested in the big corporation, has already acquired more than 20,000 acres of bearing fruit property in the United States. Some of these properties have been bought outright for cash. Others have been bought in part cash and part stock in the new company. The purchases include orange and lemon groves in California, orange and grapefruit properties in Florida, apple and peach orchards in Illinois, Pennsylvania, Maryland, Virginia, West Virginia, Georgia and Arkansas, and apple orchards in Washington and Oregon. It has been estimated that the company will handle over 50,000 carloads of fruit the coming year. During the past ten days in the Martinsburg, W. Va., district, the operations of the company have created a sensation. A number of big orchards have been taken over and the purchasers have been credited to what was called "the Pittsburgh syndicate."

In Florida it is understood that the Florida Fine Fruit Company, recently organized as a branch of the big company, has acquired between 500 and 1,000 acres of citrus groves. F. L. Skelley, formerly sales manager of the Florida Citrus Exchange, is to be the general manager of the Florida concern. The concern of Tyson Brothers, Inc., of Floradale, Pa., who operate heavily in the Pennsylvania apple growing districts, will become a part of the American Fruit Growers, Inc., William C. Tyson of this firm will manage this branch of the business. Tyson Brothers besides being growers, have been for years wholesale distributors of orchard tools and other supplies in the Pennsylvania district and their company will handle that branch of the new concern's business. Chester Tyson is also secretary of the Adams County Fruit Growers' Association.

It is learned also that the company has acquired the services of Prof. William F. Scott, of Washington, D. C., who is thoroughly trained scientist and a recognized

authority on fruit insects and diseases and the best methods of controlling them. He is to head the orchard development and insecticide department.

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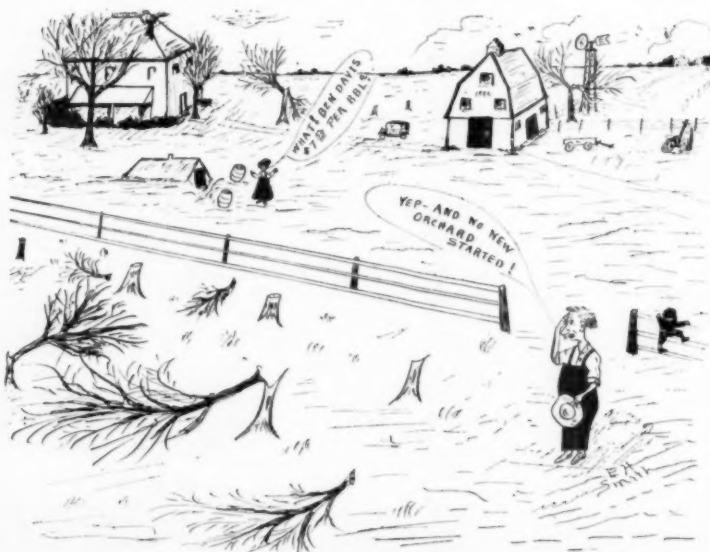
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Cultural Topics

FOR COLLEGE BRED MEN

One of the most advanced steps yet proposed in the interest of the Nursery Trade is the outgrowth of discussion at the Chicago convention of the American Association of Nurserymen last month. It is a movement which has been set on foot to provide courses of special training for the profession of nurseryman, in two or more agricultural colleges of the country. Statements recently made in the *American Nurseryman* that in America long existing conditions had resulted in a marked lack of trained nurserymen aroused thinkers in the trade to action, as we thought they would.

In lively discussion with members of the American Association between sessions, the editor of this journal noted with special interest the determination to correct this situation. Just where the definite plan for placing nurserymen in the ranks of the professions originated in these discussions is not entirely clear, but we are inclined to think that to Theo. Borst of the American Forestry Company is due the credit of the result outlined in the opening paragraph above. Certainly he dwelt longer and often and more particularly upon the importance of this subject than did others. If what he discussed at length and in detail, enthusiastically, could have been presented in open convention, an entire session would have been most profitably devoted to it.

The argument was advanced that the vocation of a nurseryman is in the nature of a profession, not a business; and that, therefore, greater progress had not been made because the basic principle had been overlooked.

That is undoubtedly an extreme view. We cannot agree that nurserymen en masse should be professors alone; some, at least must be business men. The completely organized nursery establishment should encompass an efficient propagating department and an equally efficient business department; production on one hand, sales on the other hand. In the smaller establishment, all the way down to the one-man concern, it is necessary that nurserymen, to be efficient, should combine the qualifications of propagator and salesman.

In most of the large concerns in the trade the kind of organization outlined already exists in greater or less degree. But from what source is the supply drawn for propagators? The business end can be recuperated from a variety of sources. Salesmen, bookkeepers, agency managers, etc., who have had experience in these lines in other trades readily fill in; and there are business colleges training young men for business life. As to propagators, however—well, they just grew, like Topsy. Or they have been imported from Europe where they really train 'em. Why not train them in this country? Agricultural colleges have courses in agriculture and horticulture;

indeed in practically everything dealing with production from the soil, except distinctively commercial nursery practice. It is true that more or less of propagating methods is taught in the agricultural colleges, but it is in a general way—like the all around general curriculum of a college for liberal education. The specialist must supplement his general education with special courses, preferably at an institution devoted to his specialty. There should be special courses for young men who intend to practice the nursery profession.

Akin to the Physician

The propagating of trees and plants is a high art. The skill required in grafting, budding and pollinating involve expert knowledge and practice in methods of surgery and dressings akin to the skill of the physician; diseases must be cured or prevented; prescriptions must be compounded and applied scientifically; a knowledge of chemistry and botany is essential—a technical education—a professional equipment.

Akin to the Lawyer

And certainly the knowledge required of the nurseryman in these days of Federal and State legislation, the intricacies of the inspection and quarantine laws, columns and columns and pages and pages of legal lore, place the thoroughly-posted, sure-footed operating nurseryman as much in the rank of a professor as is the lawyer. Without what amounts to a technical education in the wording and meaning of legal statutes, the nurseryman is bound hand and foot.

Akin to the Teacher

We have referred to requirements as to chemistry and botany. The nurseryman must be trained too in language and mathematics. How glibly fall from his lips the comparatively few Latin designations he has learned from repeated reference to catalogues and price lists! As to roots (word roots) prefixes, suffixes, declensions, etc., many nurserymen, we daresay, are sublimely unassuming; they accept the printed word in a particular case, right or wrong. They should know. They are dealing with at least two languages constantly and it may be said that the nurseryman speaks two languages—more or less fluently. He needs to be educated in order to realize the full value of correct nomenclature and to aid in the endeavor to secure uniform designations. As to mathematics, the nurseryman deals constantly with real "problems"; he also deals actually with big figures. He's an expert with fractions too, as some of his caliper measurements will attest. Few men in any vocation outside of Wall Street can excel him in the matter of price figures. But he needs cost accounting; and he'll get it with a little more training. Now, both as to language and mathematics the nurseryman finds it necessary in daily practice to do a lot of teaching. A multitude of questions are put up to him—questions by co-workers in the trade and by the planting public. And with regard to the public—what a teacher he is! The national organization of nurserymen has just voted to spend thousands of dollars a year to supplement the four thousand dollars spent last year to get under way the systematic teaching of the public. This leads directly to how the nurseryman is

Akin to the Clergyman

The man whose vocation keeps him daily in close touch with the Creator of the beautiful things his handiwork develops can never escape the great truths which his calling teaches. The resurrection of a perennial, the production from the soil of marvelous creations, the simplest of which exceeds beyond description the most wonderful production by the hand of man, must keep him in a state of constant reverence. Coupled with this is the knowledge that every tree and plant he sends out is a message of nestling love, of joyous expression, of utter calmness and silent beauty in a world of strife. These characteristics have been beautifully described by the late Rev. C. S. Harrison to whose memory the appreciative nurserymen of the American Association last month voted the planting of a tree in an appropriate location. Dean Hole, in England and other clergymen on both sides of the Atlantic have become experts in horticulture. To make the world better is the profession of the clergyman; it is exactly the profession of the nurseryman. It differs materially from the business of the manufacturer of shoes, necessary as that is.

Akin to the Artist

And here words fail us. The deftest touch with brush and pigment by a genius can only imitate; it cannot create! Neither can the nurseryman, for that matter; but he can reproduce in reality what the artist reproduces only in form. And such results! The lavish display of color in the azalea-rhododendron valley in Highland Park, Rochester, N. Y., in June and the miles and miles of bulb fields of Holland in full bloom, defying the description of the delicate variations of tints by a color expert, are but examples of what is repeated in endless variety all over the world. Cultivation and hybridization have given the nurseryman the undeniable right to a place in the ranks of professional artists.

The Nursery Profession

Is there any question, then, of the nurseryman's status? To what extent, may we ask, do those in the trade measure up to the requirements of this high calling? To just the extent to which their opportunities—their surroundings and acquisitions at least—have permitted. In the absence of other means, they have been schooled in the university of experience. The courses in this university are excellent, but the term of schooling is long and involved. The opportunities, too, are often restricted, because the curriculum is contracted. Theory and practice go well hand in hand. The English system of teaching on this account has advantages over the American which, both in the matter of primary and intermediate, as well as in liberal courses, dwell almost entirely upon theoretical lines, leaving the college graduate to apply results of his long period of training as best he may after receiving his diploma.

The need of systematic training of young men for the nursery profession is apparent. To this end, there was introduced in the closing session of the Chicago convention of the American Association of Nurserymen last month a resolution merely mentioning the subject and suggesting that steps be taken toward the establishment in at least two agricultural colleges of the country. The resolution was received with comparatively little interest; but, with some urging which scarcely amounted to discussion, it was referred to the executive committee, with power to act. That last clause is greatly to the credit of the Association. It

has taken forty-four years for a national organization of American nurserymen to start what has long, long been in existence across the Atlantic!

The idea of those who suggested this movement is that such courses would very likely be looked upon with favor by the administrative authorities of the agricultural colleges at Ithaca, N. Y., and at Urbana, Ill. President John A. Young, of the Aurora Nurseries, Aurora, Ill., has offered to co-operate in getting the College of Agriculture of the University of Illinois to take up the matter. It was upon his motion that the executive committee of the A. A. N. was given power to act.

Mr. Borst, of Massachusetts; Mr. Hicks of New York and F. L. Mulford, horticulturist, U. S. Department of Agriculture, are Cornell University men. They will urge upon President Schurman the advisability of the plan and they will ask Dr. L. H. Bailey, of Ithaca, N. Y., formerly dean of the College of Agriculture, to aid in the matter. They will also seek the co-operation of H. P. Gould, pomologist of the U. S. Department of Agriculture, who formerly taught pomology at Ithaca, and L. C. Corbett of the U. S. Bureau of Plant Industry. Mr. Borst and Mr. Mulford talked over the plans in Chicago. Floriculture and horticulture are now taught in the colleges, but nowhere is found a well-rounded system of education especially for nurserymen. What is needed henceforth is the production, from the ground up, of a high quality of nursery stock generally, not alone in sections. The nursery business should be put on the map as a high grade profession.

AMERICAN PLANT PROPAGATORS

A natural outgrowth of the throwing of American nurserymen upon the American resources by reason of the Federal Quarantine No. 37; was the formation in Chicago last month of the American Plant Propagators Association, the objects of which, as its name implies, are to foster and extend the best practices in propagating nursery stock. Nineteen propagators, members of the American Association, attended the first meeting. A constitution was adopted and the organization was perfected by the election of these officers:

President—A. H. Hill, Dundee, Ill.

Vice-President—E. M. Sherman, Charles City, Ia.

Secretary-Treasurer—F. W. von Oven, Napierville, Ill.

Executive Committee—Charles A. Scott, Manhattan, Kan., one year; Theo. Borst, Mass., one year; Thomas A. McBeth, Springfield, O., two years; John A. Young, Aurora, Ill., two years.

A committee of three will be appointed on membership. The association will co-operate thoroughly with the U. S. Department of Agriculture which has 6,000 men in the forestry bureau and 45,000 species of plants and shrubs under experimental cultivation. Stock for use in propagating may be obtained from the Bureau of Plant Industry which lists the varieties referred to. A great deal of valuable discussion resulted from the first gathering of members of the association. There is not the slightest doubt in the minds of the members that most if not all of the stock which has been imported can be grown at some point or points in the varied climate and soil of America. They propose to proceed at once to demonstrate what has not already been done in this direction. The association welcomes to its membership reputable nursery stock propagators. Correspondence to

that end may be had with the secretary or any of the other officers.

There are many experienced propagators in this country notwithstanding recent statements to the contrary, notably that by Edward J. Canning, Northampton, Mass., as quoted in the June issue of the *American Nurseryman*: "We haven't people skilled in this line of work, nor have we men willing to devote their lives to it, as they have in Europe."

The fact is that propagators in this country have turned their attention to other lines, because nurserymen generally have looked to European propagators and would not pay American prices for skilled labor of this country. Now that conditions have changed it is probable that the services of these men will be sought and that some of them will re-enter the occupation.



A. H. HILL, Dundee, Ill.
President American Plant Propagators
Association

Propagation of Roses

E. G. Hill, Richmond, Ind., Before American Association of Nurserymen

Nearly all the climbing types of roses can be propagated from ripened wood, made into long cuttings, and planted in the open during early spring. Ground peat or dried muck, placed at the bottom of the trench, where the cuttings are inserted, is a procedure practiced in Europe with good results, a sandy loam being preferable to heavier soil. Greenhouse growing of wood for propagating purposes is the one method employed extensively by firms in the middle west. In order to get the wood intended for propagation in suitable condition, a close temperature with a humid atmosphere is sought. Wood thus grown is placed in shaded frames with a muslin cover some three or four feet above the glass. About 12 inches of fresh horse manure is used as a base. On this is placed four inches of sand. The frame is kept close, the sashes not being raised for some eight or 10 days. Cuttings thus treated, grown from wood prepared as above, root in about three weeks.

Winter grafting of roses is practiced by the rose growers on a large scale, where winter forcing varieties are demanded, manettis being used for this purpose. The stocks are potted in 2½-inch pots, and when root action takes place, they are splice-grafted with scions from green or growing wood, and placed in frames with bottom heat of temperature ranging from 70 to 75 degrees, in closed cases covering the same with sash or glass. A close moist atmos-

phere is absolutely essential in order to have them unite. Of supreme importance is the introduction of air so as to keep the roots from blacking. Of course, this method is only practical where glass house, are available

Root grafting on small pieces of roots is a method employed by the nurserymen at Orleans, France. They use hard wood, and place the grafts under bell glasses, shading with a light wash on side of the bell next the glass. The grafts are planted some 12 or 20 under each bell, and then carefully transplanted when united and in growth.

Stocks for budding purposes are better known by your membership than by myself; their preparation and culture, I take it, is similar to that of the fruit stocks.

A word as to the kind of stock. Manetti has had the lead in this country, with only a moderate amount of canina being used; while in Europe, the canina is extensively used almost to the exclusion of other kinds of stock for budding. The rosa multiflora, of Japan, seems to have vitality, is a good producer of roots, and is, I think, justly esteemed as one of the most practical and satisfactory stocks on which to bud roses. A recent visit to two places where the stock is being extensively used, would seem to put it in first rank as a stock on which to work roses. The old Gloire des Rosamenes is being used quite extensively in California with gratifying results; in fact, I have never seen a more beautiful growth than Howard & Smith at Los Angeles, had in their rose fields where this stock was used. Own root roses vs. budded is a controversial field, and while I have my own opinion as to their relative merits, I am inclined to think that for most localities the hybrid tea and tea class thrive best budded. In the south, and in favored localities, perhaps own root roses are preferable.

Says the Purchaser Will Have to Pay—

George E. Becker who has recently been elected Chief Inspector of the Arkansas State Plant Boars, says in an announcement to the nurserymen of Arkansas: "Arkansas nurserymen under the new law must file a bond for \$1,000 whereupon I can issue a license. No license fee is required, as this will be covered by your inspection fee. We want to see a better grade of nursery stock in Arkansas and we want a better price to go with it. If it is necessary to raise three trees in order to get one good one, the purchaser of nursery stock will have to pay you what it costs to raise the three trees in order to get that good one."

The president of the newly organized American Plant Propagators Association, A. H. Hill of the D. Hill Nurseries, Dundee, Ill., is one of the most experienced propagators of evergreens in the country. His article, published in two sections in recent issues of the *American Nurseryman* on "The Culture of Conifers" has been in great demand.

Plants and plant products addressed to places in Arkansas and sent by mail are subject to terminal inspection at Little Rock and Fayetteville. All postmasters in the state will forward such parcels to one of the above named points for inspection. All florists' stock, trees, shrubs, vines, cuttings, grafts, scions, buds and plants and plant products raw or manufactured are included.

Those who read the June issue of the *American Nursery Trade Bulletin* will understand the reference to the *American Nurseryman* in President Mayhew's annual message to the congress in Chicago. Others must work out for themselves how reflection was cast upon the executive committee which was not mentioned in the article in question; for the whole subject has passed into history.

Just mention AMERICAN NUT JOURNAL.

From Various Points

A Real Business Now

Editor American Nurseryman:

Business has been unusually good and there has been brisk demand for every kind of nursery product. There will be no surplus of anything in this valley.

There has been a steady flow of orders since March 25th. and they are still coming in, and by the time the season ends, we will have double the usual sales to make up for the increased costs of production, assembly, packing and distribution of our product.

The supply of labor and its cost are about the same as during the war, and we sometimes wonder where are all the idle men we hear so much about.

Transportation facilities and service about the same as during the war and the same percentage of lost shipments, as a year ago.

Present indications would seem to confirm the idea that nursery effort has become a real business instead of a habit as it heretofore was considered. The buying public are seeking the nurseryman, and the latter has to but sell and serve to get to the very heights of success.

Good service and a steady pull will put all the nurserymen into the possession of the rewards for their labor and patience through the lean years of the recent past.

THE FARMERS NURSERY CO.

Troy, O.

California Nurserymen

"Closer co-operation with each other and with horticultural commissions and inspectors" was the keynote of the annual convention of the California Association of Nurserymen, held at Riverside, May 26-27 as per program published in the June issue of the *American Nurseryman*. Responding to the above sentiment the commissioners were free in expressing their desire for closer co-operation and even affiliation to the end that California horticulture may be advanced.

Another advanced step taken, says the California Cultivator's report, resulted in appointment of a committee which shall devise method and establish rules as to standardization of nursery products, at least of deciduous nursery trees. The committee consists of Messrs. Gandier, Shamel, Roeding, Coates and Coolidge.

The work more particularly of the committee has to do with settling one point over which some nurserymen have been unable to agree, that is as to height and caliper standardization. Some contend for one plan, some for the other. The caliper folks maintain that by planting very thickly and growing tall spindling trees a "3-4" or a "4-6" foot tree is much more cheaply grown but that it has not the future possibilities of a tree of large caliper.

The committee has some job, but the nurserymen are bound to work harmoniously. The officers elected for the next year are: President, William Kirkman, Fresno; vice-presidents, M. R. Jackson, Fresno; A. L. Wisker, Grass Valley; Charles W. Ward, Eureka; D. W. Coolidge, Pasadena; and Edward H. Rust, South Pasadena; secretary and treasurer, Henry W. Kruckeberg, Los Angeles; executive committee, George L. Otto, San Diego; W. P. Clarke, San José; J. D. Meriwether, Gilroy; C. W. Gandy, Modesto.

The decision as to the next meeting place of the convention, after considerable discussion, was left in the hands of the executive

committee. Invitations from Modesto and Fresno were communicated to the members of the association. It is probable that a meeting will be held next fall.

Ladies Auxiliary

Much pleasure has been added to the gatherings of the California Association of Nurserymen by the organization some three years ago of the ladies auxiliary. The membership of this organization is made up largely of families of the nurserymen. It has blocked out for itself no particular line of effort along nursery lines but has afforded opportunity for activities for the ladies during convention week. At the Riverside convention officers were elected for the coming year and other business transacted. The officers are: President, Mrs. John Valance; first vice-president, Mrs. J. S. Armstrong; second vice-president, Mrs. H. Plath, Secretary, Mrs. Max J. Crow; treasurer, Mrs. Chas. Jackson. The executive committee consists of Mrs. Wheeler, Mrs. Bennett and Mrs. Hills. The membership now totals about fifty.

In regard to the federation quarantine the nurserymen were emphatic in support of the country's fruit interests.

A despatch from Sodus, N. Y., says Farmers in this region are urged to raise more raspberries. A few years ago a farm which did not have its berry patch was considered incomplete. Farmers obtained considerable revenue from this fruit. Experiences of the past few years would indicate that the growing of raspberries was an unusually productive investment.

Berries have been bringing high prices and they will continue to do so, undoubtedly, for some time. It is stated that with the coming of national prohibition there will be a greatly increased demand for soft drinks, which will create a still greater demand for red fruits.

A CENTENNIAL CELEBRATION

The stories of the origin and development of present-day tools to their present state of efficiency rivals in many instances our best fiction. A great number of these stories will be "told" on August 29th and 30th at the big historical "Pexto" exhibition at Southington, Conn., occasioned by the centennial celebration of the Peck, Stow & Wilcox Co., tool manufacturers of Southington, New York City and Cleveland, Ohio.

The "Pexto" brand is one hundred years old this year and the exhibition of tools will show tools manufactured by the company in its first year in business. Later models of the same tools will illustrate the development of each from year to year up to the present time.

In celebration of its one hundredth anniversary the Peck, Stow & Wilcox Co. will present to the town of Southington, where its oldest and largest plant is located, a soldier memorial consisting of a flag pole set in a stone and bronze base on which the names of Southington's soldiers will be cast in bronze. The memorial will honor not only the men who fought in the great world war just ended, but also the men who went from Southington to fight in all the other wars of the nation.

The town of Southington will tender its official welcome, at the same time to its returning warriors with a big town celebration and Old Home Week festivities and the details of an elaborate program are being worked out in conjunction with the "Pexto" memorial presentation.

Among the prominent speakers scheduled to be present are the Secretary of War Newton D. Baker, Governor James M. Cox, of Ohio, and Governor Holcomb of Connecticut. The first day of the celebration will consist of a community picnic which is expected to attract people from all over Connecticut. The second day will be given over to a parade, a pageant depicting Connecticut's industrial history and the welcome to the soldiers.

Where to get Young Stock—see page 13 of this issue.

FOR GENERAL MANAGER A. A. N.

(Continued from page 12)

What any man would desire to know under the circumstances may be summed up:

1. Just what does the Association want a man in such an office to do?
2. How general is likely to be the support of Association policies?
3. Is the position characterized by a considerable degree of permanency?
4. Can the Association afford an official of this kind?

In our opinion much depends upon the progressiveness and hearty co-operation of a greatly augmented membership. To our mind, the greatest need of the American Association today is Increased Membership, to the end that it may be representative in numbers as well as in size of individual operations—inclusive of the Nursery Trade, big and little, wholesale and retail, fruit and ornamental.

In every way a general manager of an organization of 1,200 to 1,500 members can do more than in the case of a body of 350 members—especially in an industry where the former figures nearly encompass the field.

Planting Raisin Grapes—According to Norman H. Buhn, horticultural commissioner, indications at present point to more than 3,000 acres of raisin grapes being planted in Kern county, California, this year. The variety which is being planted almost exclusively is Thompson's Seedless, and several nurseries report that their stocks are almost depleted.

Eighty-four per cent of the business failures of the past year occurred among firms which did no advertising. This is the assertion by the Bradstreet Commercial Agency, as unbiased authority as can be found in the business world. Bradstreet compiled this information from statistics—not guess work.

Manager C. W. Scott, of the Yokohama Nursery Co., New York, estimates the total *Lilium giganteum* crop at eight million bulbs as against 16 to 18 million in a normal season. The *L. formosum* crop is estimated at 400,000 bulbs.

Credit as a matter of fact is one of the harassing elements in business today. It can either fortify or weaken your business.

Obituary

T. E. Ilgenfritz

Theodore Edwin Ilgenfritz, manager and one of the proprietors of the Monroe Nursery, I. E. Ilgenfritz & Sons Company, Monroe, Mich., died suddenly June 26, aged 63 years, of heart trouble. He was a son of I. E. Ilgenfritz who founded the well-known nursery in 1847, and was an expert in the work. Mr. Ilgenfritz is survived by his widow, a son and a daughter, two sisters and five brothers, Thomas, William, Frank, Charles and Edward. A local paper says: "The death of Mr. Ilgenfritz has caused general regret in the city. He was a jovial good fellow, had a pleasant word for everyone and did his full share in advancing the interests of the huge Ilgenfritz Nursery."

A. K. Clingman, 70 years old, well known nurserymen, of Keithville, La., died suddenly June 2nd.

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NEW CARLISLE, W. N. SCARFF & SON OHIO

Great Opportunities For Nurserymen In Rose Culture

Notable Address by E. G. Hill, Richmond, Indiana, before the American Association of Nurserymen In Chicago---The Country Is Rose Hungry and Rose Shy---Marked Advantage in Co-operating With the American Rose Society.

The rose is pre-eminent among flowers. It still stands unrivaled in popularity, as it has from time immemorial; Sappho sang its praises, historians and poets have paid homage to its beauty throughout the ages, and because of its firm hold upon the people, through sentiment and association, in love and in war, in sickness and death, in garlanding the marriage altar, in extending refreshment to friends, it has come into a substantial pecuniary value. It takes little urging to persuade the owner of a home or the possessor of a plot of ground to invest in a planting of garden roses. With this standing of the rose in the public mind, it would seem a matter of real interest to the gentleman of this association, and of the nursery trade at large, that you should find it not only interesting, but profitable, to increase your plantings of the rose, and especially to disseminate the new and improved varieties.

Our country is so wide in extent, and so variable as to climate, that roses suited to one section may be absolute failures in others, hence the need of supplying suitable sorts for given localities; the knowledge necessary to make such selection requires long and careful study, and can only be made complete by personal experiment, and in this experiment, many points considered singly or in various combinations must be taken into account, notable drainage, composition of the soil, exposure, temperature, humidity and the behavior of the variety in response.

The climbers and the Wichurianas should be better known, and their individual characteristics fully appreciated, for they succeed in nearly all sections of the country, except perhaps in portions of the northwest, and in the extreme south. Our present varieties in these two classes are the pioneers of garden planting among the masses of our people; varieties more resistant to severe cold are needed for the Dakotas and that latitude. In the south the tendency to a continuous growth is apt to lessen the vitality of the rose, but in the gulf territory and in California, the climbing teas and Noisettes prove highly satisfactory. Lamarque, Gold of Ophir, Solfaterre, Gloire d'Dijon, and that wonderful rose, the Marechal Niel, with the climbing sports of certain teas and hybrid teas like Kaiserin Augusta, Meteor and others, give a fine choice of color subjects in trellis roses. These tender climbers suffered considerably in the terrible winter of 1917-18, but this spring they are again a mass of bloom and brilliant color, reinstating themselves with all who love roses.

Some of the most satisfactory in the hardy climbing section are Dorothy Perkins and White Dorothy, Dr. Van Fleet, Tausendschon, Excelsa, Mary Lovett, Silver Moon, Bessie Lovett, Gardenia, American Pillar, and Graf Zeppelin, and this can be considerably extended by other excellent sorts.

If I wished to make friends for the rose—and incidentally for my own business—I should recommend to the novice the dwarf polyantha type of rose. These invariably succeed under even adverse circumstances. They are hardy, wonderfully free, and absolutely continuous up to the killing frosts at Thanksgiving in our middle-western

states. Beginners in rose culture should be urged to make their first experiments with these lovely bouquets of "baby" bloom; among the true and tried are Erna Teschen-dorf, Mme. Levavasseur, Catherine Zeimet, Mrs. Cutbush, Clotilde Soupert, and Mme. Gouchault.

What the rose loving public demands are the "everbloomers," and we may as well say at once that outside of the polyanthas, the everbloomer is an impossibility so far as the production of bloom during July and the first half of August is concerned. Among the teas and hybrid teas, after the flush of June bloom is past, there invariably comes an interval of rest, lasting until cooler nights herald the approach of autumn; then comes the great show of the summer, lasting until cut short by frost. After a most critical scrutiny of the fine collections in the trial gardens at Washington, D. C., the trial beds at Henry A. Dreer's, Riverton place, John Cook's at Baltimore, Bobbink & Atkins' at Rutherford, N. J., and other noted collections, the following 25 sorts seem to constitute the very finest of the hybrid teas. In making up this list, I have first of all considered constitution and vigor, combined with shapeliness of form, good color, and free production of bud and bloom. Fragrance must be present for lady's bouquet, but is not so essential where the mass of color is the aim, though rose perfume is a joy to the senses wherever its subtle fragrance is felt.

The 25 best hardy teas for bedding are: Radiance, Red Radiance, Lt. Chaure, Hoosier Beauty, Gen. McArthur, Gruss an Teplitz, Geo. W. Waud, Janet, Indiana, Lady Ursula, Lady Ashton, Mme. C. Testout, Koenigin Carola, Mrs. Wakefield C. Miller, Mme. Julius Bouche, Lady Alice Stanley, Killarney Queen, Ophelia, Mrs. R. Waddell, Countess Mary of Ilchester, Robin Hood, Columbia, Los Angeles, Duchess of Wellington, Dorothy Page Roberts. The varieties Wm. R. Smith, Balduin, pink and white Cochet, Kaiserin Augusta Victoria, Antoine Rivoire, Lady Hillingdon and Melanie Soupert will find a host of friends wherever climate conditions favor their growth and development.

The hybrid perpetual class is better known among the men of your association than by myself, though I still have clear cut pictures in my mind of those magnificent sorts Frau Karl Druschki, Paul Neyron, Ulrich, Jacqueminot, Anna de Diesbach, Alfred Colomb and Hugh Dickson. These are still widely known.

The rugosa has a future for the hybridist, and from the intermingling of the blood of this rugged species will come beautiful varieties for the colder climes of Canada and the United States. This we may now anticipate with certainty, for are they not already arriving?

The need of novelty—of new roses—in your trade, holds good with nurserymen in only less degree than with florists. At one of our exhibitions in New York, a prominent lady thus criticized the rose-growers: "You florists have compelled me for the past 10 years to put before my guests, time after time, three or at most, four varieties of cut roses; why do you not give us a wider choice? What would you think if we

women wore the same flowers in our hats year after year?" Happily the criticism has been felt, and has produced a change at the source of supply, and now we have a greater variety and a heavier demand for our product.

If I might venture a criticism, I would suggest that all the old wood cuts and the colored lithographs of bygone days, be pronounced taboo. New half-tones of roses, made from good photos, attract and please, while the old stereotyped plates are anything but enticing, and further the firm using them in its catalogue too often propagates, or buys, obsolete varieties to fit the old plates! Trading in old sorts, which should have gone to the discard, is not treating the amateur fairly, especially the beginner in rose growing, but happily many of your firms are putting out catalogues that are a joy to handle.

The information possessed, especially by the amateurs and the women of the country, respecting the names and suitability of varieties for different purposes is most marked. This has come about through the publication of news items appearing in the press from time to time. "Say it With flowers" is an awakener, not only to the prospective purchaser of flowers, but to the commercial growers as well. It is absolutely necessary for men in the nursery and greenhouse business to be able to talk intelligently and intimately with their customers and prospective buyers.

The rose test gardens being established in different sections of the country are proving a forceful method of bringing the better varieties of roses to the knowledge of the man or woman who wishes to adorn the home with the finest and best in roses. These test gardens also indicate poor and unsuitable varieties, thus doing away with much disappointment in selecting sorts.

I understand that you are raising a publicity fund for the spread of information respecting your products; this, with the Society of American Florists' publicity fund, cannot but help both lines of trade, the nurseryman and the florist—in fact, the propaganda by the two associations, will tend to mutual benefit in furthering trade.

The American Rose Society deserves your hearty support, for with the spread of information regarding the rose, will come a desire for all kinds of ornamentals and evergreens. Every nurseryman should be a member of the American Rose Society; one of your number is its newly elected president, Robert Pyle. The annual report is replete with timely articles on the rose in all its bearing.

I would especially call attention to the Washington rose test garden. This is fostered and cared for by the department of agriculture, and with its great variety of named roses, is an education in itself for any one interested. Here are to be viewed the newer introductions from the leading rosarians of Europe and America. This of itself is a matter of prime importance to those interested. If present plans carry, a great garden, whose roses grown in mass, backed by the most interesting of the newer shrubs, will be one of the forthcoming features of interest to plantsmen. Another item which should enlist your in-

terest in the operations of the department is the very interesting scientific work being accomplished by Dr. Van Fleet. The cross fertilizing of the hardy roses being done by this gentleman under departmental control is producing results that are as delightful as surprising, disease resisting sorts, hardy with showy flowers, that will be most valuable and welcome additions.

Another amateur, who is devoting time and expense, and who is accomplishing far reaching results, is Captain George C. Thomas, Chestnut Hill, Pa. This gentleman is breeding on special lines, but his one great purpose is to give us perpetual blooming roses of the Wichuriana and rambler type. Most interesting is the work being done by this gentleman, and out of the six or seven thousand seedlings, there will surely be forthcoming some remarkable types of new roses. Some of his seedling roses were the delight of the officers and members of the American Rose Society on the occasion of a recent visit.

ARKANSAS NURSERY FRAUD ACT

The American Nurseryman has argued long and persistently in favor of regulation of nurserymen by nurserymen as being preferable in many ways to awaiting the time when others would do the regulating. The effect upon the planting public is so much better.

Well, the regulating in the matter of ethics has been begun—outside of the trade!

The start has been made in the state of Arkansas where, besides having to file a bond of \$1,000 and pay a license fee of \$1 for each agent employed in the state, the Arkansas nurseryman has the following obligations under the Nursery Fraud Act, as defined by Chief Inspector George G. Becker:

In filing bonds and securing license to do business as a nurseryman in the state you are bonded for the faithful compliance to all the provisions of both the Arkansas Nursery Fraud Act (under which license is granted you) and the Arkansas Plant Act (under which certificate of inspection is granted you.) In case of judgment or collection on the bond, additional sureties must be furnished to maintain it at its original amount.

Section 5 requires that you file, once a month, with the Chief Inspector of the Plant Board duplicates of the complete invoices of sales made by you, setting forth the date of sale, the salesman, name of purchaser and quantity of varieties purchased.

Under the provision of Section 6 any person who misrepresents, deceives or defrauds any person in the sale of nursery stock by substituting inferior or different varieties, or who falsely represents the age, name, class or condition of any nursery stock is subject to fine or imprisonment or both and shall be liable to the person aggrieved to the extent of all damage sustained. Be sure,

The Honeysweet Black Raspberry

For the eighth season, is making good as a heavy producer of large, sweet, jet-black, firm, black raspberries—the kind that will bring the money for years to come. Twelve tip plants, \$1; one hundred tip plants, \$5; by parcel post, postage paid; for fall or spring delivery.

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Suggestion That Nurserymen Be Represented On Fed. Horticultural Board

"Don't let anyone do for us what we can do for ourselves," said Dr. Woods of the Maryland College of Agriculture, to the nurserymen of Chicago. "I agree with Dr. Marlatt of the Federal Horticultural Board that we can produce in this country as well and perhaps better that which has been imported. We must start out to train men for this work. We lose in this country each year about 20 per cent of our crop values—10 per cent on account of insects and 10 per cent on account of plant diseases. This is an annual loss of \$5,000,000. What is needed is closer co-operation between the Federal authorities and the operators in all horticultural lines—perhaps some sort of representation by these operators on the Federal Horticultural Board. We should do these things ourselves, we should not leave it all to officials. The present Board invites frank criticism, their

therefore, that the invoice which you file with the Chief Inspector is a correct copy of goods which you send to your customer. Section 7 provides that any person contracting to render expert services regarding horticultural practices as a part of the value received in the sale of nursery stock shall furnish satisfactory evidence to the Chief Inspector that he is competent to give such advice and shall procure a license so to do.

Prosecutions under this Act may be commenced at any time within seven years of the delivery of nursery stock.

An official of the American Association of Nurserymen, quoting the argument by the U. S. Department of Agriculture on the importance of testing for stocks upon which to work fruit trees, characterizes that argument as "most valuable" and says it is "directly in line with the declared beliefs" of the national organization of nurserymen. What will always remain a wonder is that it was left to the U. S. Department of Agriculture to present the argument. The recently quoted statement by the Federal authorities would have looked well in the minutes of the A. A. N. years before the Federal authorities thought of it!

Blueberry Improvement—F. V. Coville, of the United States department of agriculture, and Miss Elizabeth C. White, of New Lisbon, N. J., who for several years have been working to produce new and better varieties of blueberries by cross breeding the best wild plants, are at present trying to find a number of unusually fine wild plants for this work and will pay \$50 for especially fine plants with very large berries and smaller size if these berries are of unusual fine flavor. There are doubtless thou-

sands of bushes in the country with berries three quarters of an inch or more in diameter, and many other bushes with berries just a trifle smaller, but of unusually fine quality, but it is only by having persons on the watch for them that these fine specimens can be discovered. All persons interested in finding such plants are requested to write to Miss White at New Lisbon, N. J., who will send full directions, with measuring gauges, and bottles of formaldehyde for mailing large berries that are discovered.

Here is a suggestion of more than passing moment. It should be referred to the executive committee of the American Association of Nurserymen. A fine thing, indeed, to have a board made up of government officials plus representatives of the nursery trade, the seed trade, the florist trade, etc. Is the A. A. N. going to pass up the opportunity presented by Dr. Wood's suggestion made in the presence and hearing of Chairman Marlatt who had himself just argued for close co-operation? No action, we believe, was taken by the Association at the convention at which the suggestion was made.

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A New Red Raspberry—The Ontario rasp was originated on the grounds of the New York Agricultural Experiment Station, Geneva, N. Y., from the breeding work of the year 1908. It is a pure seedling of Station No. 94, which is a cross between Superlative and Loudon. From the very first this seedling attracted attention because of its desirable qualities. After fruiting for several years the original hill was dug up, from which as many suckers as possible were propagated. After these plants had fruited for several years, fully measuring up to their previous reputation, they were again dug and propagated, and this system of propagation and testing continued until the seedling through these years of severe test had unquestionably justified its distribution for trial elsewhere.

The Ontario appears to be perfectly hardy, having passed through the severe winter of 1917-18 without injury. The plants develop a medium number of suckers, a valuable asset wherever the water supply is at all deficient, but somewhat of a handicap to those who wish to propagate rapidly a large number of plants. Heavy yield is a prime requisite for commercial work and on the heavy clay loam of the experiment station the Ontario has outyielded all other varieties of red raspberries, such as June, Perfection, Herbert, Empire, Cuthbert and many other kinds with which it was compared.

Where to get Young Stock—see page 13 of this issue.

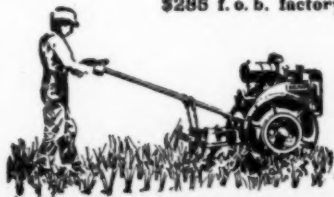
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American Pomological Society Activities

A Call for Recruits

"Its object shall be the advancement of the science of pomology," is the declaration of the Constitution. It shall exist "for the purpose of promoting and encouraging the culture of fruit," states the Act of Incorporation under the laws of the Commonwealth of Massachusetts. In the call issued by Marshall P. Wilder nearly three-quarters of a century ago, delegates were requested from "all agricultural, horticultural, pomological and kindred societies in the United States and the Canadas," and the object of the Association was declared to be "to promote pomology and the sciences upon which it depends;" and delegates were requested "to bring with them specimens of the fruits of their respective district." The last retiring president, Professor Hutt, in 1917, declared that the Society "is the clearing house for advanced pomological ideas, and the supreme court on varieties, nomenclature and pomological ethics."

These statements are broad enough to cover a continent, free enough for a democracy, interesting enough for every lover of fruits. Note that the word fruit is not defined; so is the society flexible, and able to adapt itself to the needs of each generation.

A long and honorable history is one of the safeguards of the Society. It was organized in 1848, seventy years ago. It has had a continuous history. No other similar society is so old. Its membership has carried many honorable names from the first. Its reports are important, practical guides and indispensable historical records. Its word has always been authority. The Society has a proud record.

At first the purpose of the Society was distinct and clear. Recently its place or mission has been obscure; so many subjects and interests have needed attention that its energies were in danger of becoming diluted and confused. Now, however, its field is clear again because other societies have been organized to cover certain industries. The recently established Congress of Horticulture will take care of the commercial and legislative phases. The Society for Horticultural Science represents what may be called the professional aspects, those specially interesting to science men in the government and the institutions. The American Pomological Society may now return to its original simple function to promote and encourage the production of fruit.

It Speaks to the Lover of Fruits

To the real amateur, to the lover of fruits, the American Pomological Society makes its appeal. To thousands of persons in all parts of the United States and Canada, in country and city and suburb, the Society comes with help and encouragement,—to the one who has but a small patch of berries, a little vineyard, a few trees of pleasant fruits or nuts, a little grove of oranges, specimen trees of persimmons or avocados, or of plants transferred experimentally from the wild. To the naturalist who searches for fruits in wood and fields the Society also offers itself, and to investigators anywhere who bear enthusiasm for their work with fruits.

Equally does the Society welcome the commercial grower, however large his plantations; it will appeal to him primarily in his amateur or fruit-loving interests. Many



DR. L. H. BAILEY

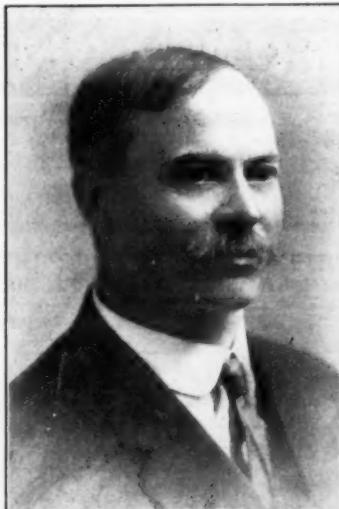
of the enthusiastic amateurs are also large and forceful growers for profit.

All this means that the Society makes its primary appeal to the human interests attached to the growing of fruits. Its membership, therefore, should be many thousands rather than many hundreds. It retains for itself its original field of amateur fruit-growing and also of systematic pomology (with the fascinating subjects of varieties and nomenclature), as well as the scientific aspects that appeal to those who like fruits just because they are fruits.

Many plans are under way to make the old Society useful to all these people in the Provinces and States. It is hoped that a regular exchange of specimens and scions may be arranged with all the membership, being organized through the secretary's office so that proper inspection may be safeguarded. There should also be a regular publication going to the membership. A wide and intimate correspondence should be developed. The experience of the entire country should be made available. All this requires a secretary giving his entire time to the work, and this depends on a large membership.

The secretary will send you this letter, together with instructions for joining the Society. I trust it will seem good to you to attach yourself to it.

L. H. BAILEY, President.



PROF. E. R. LAKE

From the Secretary's Office

Dear Fellow Fruit Growers:

I take pleasure in sending you herewith a copy of a letter recently prepared by Dr. L. H. Bailey, our president, in answer to the inquiry frequently asked by pomologists and fruit-growers: "What can your society do for us?" Dr. Bailey's statement of the case is very much to the point and comes mainly as an appeal to American fruit-growers to rally under the banner of this society in an effort to intensify and centralize the movement for more fruit, better fruit, better fruit-growing and better fruit-growers. The fruit industry of America is entitled to rank as the premier one of its kind in the world: It is expanding and unfolding at a prodigious rate. There is only one undeveloped link in our chain of progress, and that is in the maintenance of a sufficiently strong, influential and representative central organization that can speak unqualifiedly for the industry; as well as to act as a medium of exchange for ideas and materials between its members.

The American Pomological Society, with its seventy years of active service in behalf of American pomology, is the logical medium for this service, and with a large nationwide membership it could adequately meet the requirement of the case; to this end we bespeak your fellowship and support.

We want to bring into practical, effective operation the many plans that Dr. Bailey has wrought out for making of the society all that its founders contemplated. We have a splendid opportunity just now to accomplish much for the purpose: We have a very able, very enthusiastic, very resourceful, and tireless worker of world-wide recognition, to lead us; we are just at the beginning of a new era of commercial activity and world brotherhood; we are participating in a tremendous effort to enrich the world with the products of the soil; we are constantly reminded of the importance of fruits in the human diet; and none enjoys and appreciates the merits of "the full dinner basket" with its variety of contents as does our American worker. May we not have you with us in an effort to win this objective: "More fruits and better fruits for the American home."

Having a personal and working knowledge of the society for a period of thirty years the secretary does not hesitate to say that he regards his own purchase, years ago, of a life membership in the society as one of his very best pomological investments and feels that he can heartily and cordially extend to you an invitation to take out a membership in the society, that you may become a recipient of its benefits, and a contributor to its achievements.

You may become a biennial member by the payment of two dollars biennially, or a life member by the payment of twenty-five dollars at one time; an institution, library, association or other organization may become a thirty-year member by the payment of twenty-five dollars on application; state, district and local horticultural and pomological societies may become biennial society members on the payment of ten and five dollars, respectively, the biennium.

Remit all funds to the treasurer, L. R. Taft, East Lansing, Michigan. Any further data concerning the organization, its objects, activities and membership will be cheerfully supplied on request to the secretary.

Sincerely,
E. R. LAKE, Secretary.



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